

# THE NATIONAL Provisioner

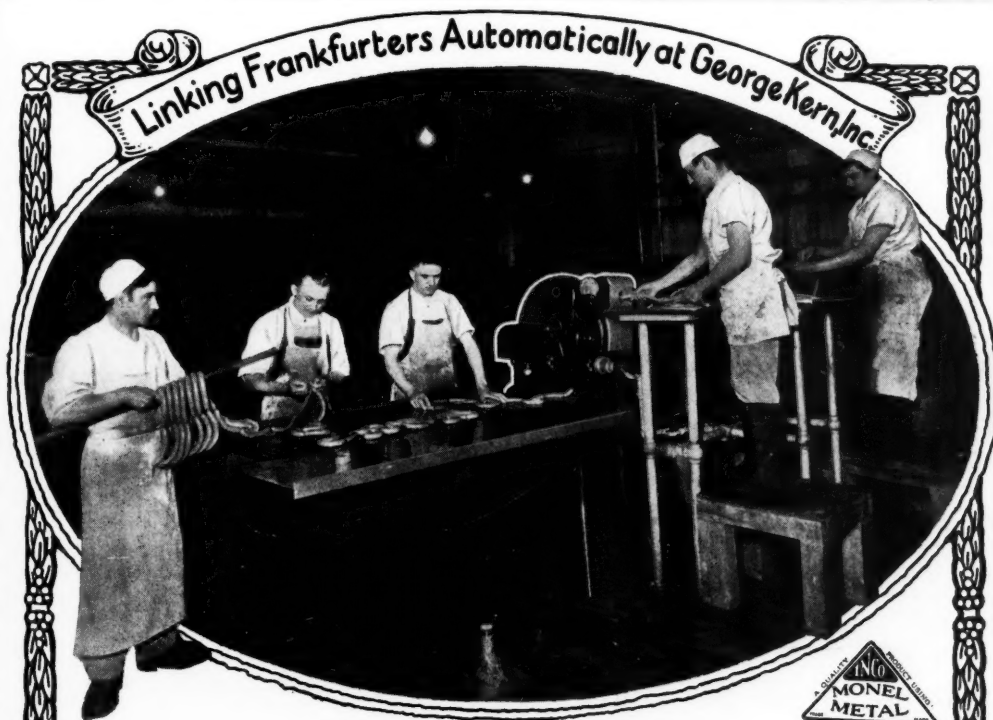
THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 80

MARCH 9, 1929

Reference Dept.  
7th FIER

Number 10



**This Machine Has Been in Daily Operation for 14 Months**

*Two of Our Machines Are Linking  
This Plant's Entire Output of Frank-  
furters for the Last Twelve Months*

*For further particulars write to*

**AUTOMATIC LINKER, INC.**

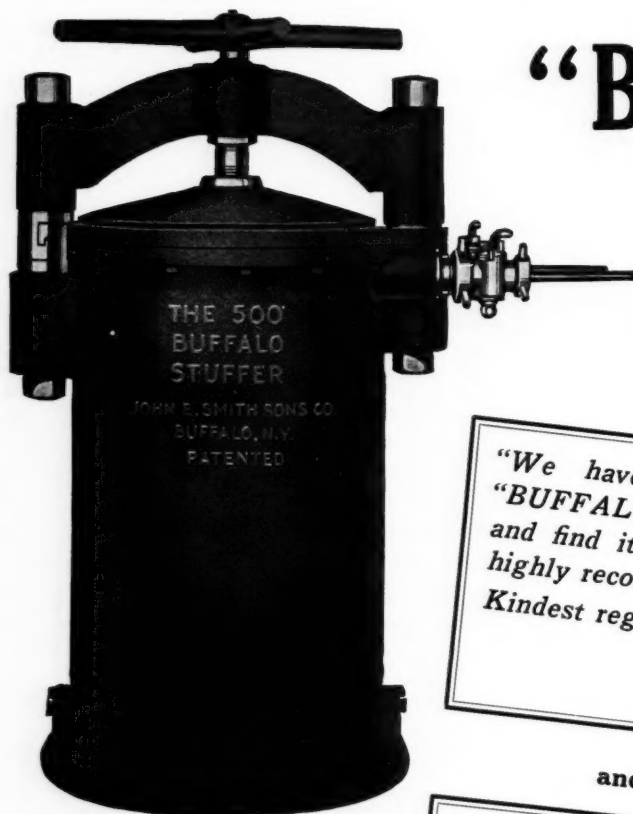
125 West 45th St., New York, N. Y.

PHONE: BRYANT 9048

FACTORY: NEWARK, N. J.

# "We Highly Recommend It" --

—writes STAHL-MEYER, Inc. of BROOKLYN about the



## "BUFFALO" AIR STUFFER

Read their  
letter!

*"We have been using one of your  
"BUFFALO" Air Stuffers for sometime,  
and find it entirely satisfactory and can  
highly recommend it.*

*Kindest regards, I beg to remain"*

STAHL-MEYER, Inc.  
Brooklyn, N. Y.

and here's another letter!

*"Relative to the operation of the  
"BUFFALO" Air Stuffer which we re-  
cently purchased from you, it affords me  
real pleasure to report that it is proving  
very satisfactory. I can also say the same  
about the Grinder."*

COAST PACKING COMPANY  
Los Angeles, Cal.

The Patented Leakproof  
Superior Piston—adjustable  
to take up wear—is used  
exclusively in the "BUF-  
FALO" Air Stuffer.

No air pressure required to  
draw piston down. It drops  
instantly and very rapidly  
the moment air pressure is  
released. Write for catalog  
and list of users.

*If You see this wonderful machine in operation you'll buy!*

### JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

Patentees and Manufacturers

BRANCHES: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 10

MARCH 9, 1929

Chicago and New York

## To Improve Economic Situation of Meat Industry

*New Projects for Welfare of the  
Industry Are Contemplated by the  
Institute of American Meat Packers*

Early in 1928 a fact-finding study of the meat packing industry was authorized by the executive committee and immediately put under way by Wm. Whitfield Woods, then executive vice president of the Institute.

Mr. Woods devoted practically eight months of intensive study to this problem.

As a result of his findings, he made a series of recommendations to the membership of the Institute at the recent convention. Out of these recommendations have come proposed new undertakings for improving the economic situation in meat packing.

Outstanding among these new undertakings are plans for a trade practice conference of all packers with the U. S. Department of Agriculture, and the authorization for a department of marketing in the Institute.

All of the new plans are out-

lined fully by Mr. Woods, as president of the Institute, in a statement just issued to members.

Mr. Woods commented in his statement on the status of the cooperative research projects on packing problems now under way at the University of Chicago, and also referred briefly to progress which has been made in improving methods of slaughtering. His statement follows:

### New Undertakings

To the members:

While retaining its present activities, the Institute has added important new objectives to its program.

At the last convention a report on the economic situation of meat packing and certain recommendations for improvement were presented. The report and recommendations were referred to the executive committee, which, on October 22, voted to receive them but to defer acting upon them until some of the recommendations could be referred

to standing committees for counsel.

At a meeting of the executive committee, held in December, a number of the recommendations were adopted. Action has been started on some of the new undertakings authorized. Certain other work not previously reported also is in progress.

### Trade Practice Conference.

For a long time there have been complaints of unfair and uneconomic competition. Abuses and avoidable wastes, it is alleged, cost the industry money and injure it in other ways. The executive committee has now adopted a recommendation "that the Institute request the Secretary of Agriculture to hold a trade practice conference as a means of promoting fair, ethical and economic practices in the packing industry."

This undertaking will be carried forward under the auspices of the Commission on Elimination of Waste, of which Mr. F. Edson White is chairman. The procedure will be as follows:

A. The committee on distribution

### What the Institute Is Doing for the Meat Packing Industry

1—It will request the U. S. Department of Agriculture to call a trade practice conference of the entire industry.

2—Through the new Department of Marketing, it will work for improvements in marketing livestock and meats.

3—Its research program provides for studies of packer finances, chain store influences, consumer preferences, and the legal status of meat packing.

4—Work is now under way and vigorous efforts are being made to effect a radical shortening of the average curing time.

5—Improvements in slaughtering methods, such as the use of electricity for stunning cattle, are being worked out.

6—In the interests of orderly trade procedure, standard and typical terms of credit for the meat business are being developed.

7—It is investigating thoroughly the policies of the packing and other businesses with regard to handling small orders.

8—Continuation of the research work on lard, which has been successfully pursued in the past, has been authorized.



problems and other agencies of the Commission are requested to examine competition and operations in this industry for practices that are unfair or uneconomic and that it is practicable to eliminate. Every packer is invited to assist in this task.

#### On Distribution Problems.

The members of the committee are: I. M. Hoagland, chairman, Armour and Company, Chicago; B. A. Braun, Jacob Dold Packing Co., Buffalo; T. P. Breslin, Standard Packing Co., Los Angeles; W. F. DuBois, Joseph Phillips Co., Washington; C. J. Faulkner, Jr., Armour and Company, Chicago.

Frank M. Firor, Adolf Gobel, Inc., Brooklyn; Henry Fischer, Henry Fischer Packing Co., Inc., Louisville; Severin L. Frey, L. A. Frey & Sons, Inc., New Orleans; R. H. Gifford, Swift & Company, Chicago; G. H. Johnstone, Armour and Company, Chicago; George N. Meyer, Fried & Reineman Packing Co., Pittsburgh; A. A. Millett, Swift & Company, Chicago; R. W. Moody, The Cudahy Packing Co., Chicago; Chester G. Newcomb, Lake Erie Provision Co., Cleveland; W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; F. M. Tobin, Rochester Packing Co., Rochester; T. E. Tower, Sullivan Packing Co., Detroit; Horace O. Wetmore, Wilson & Co., Chicago; H. P. Wetsell, Kingan & Co., Indianapolis.

B. When the committee on distribution problems and other divisions of the Commission on Elimination of Waste have reported the practices which they believe should be declared unfair or uneconomic, they will draw up a series of resolutions, each declaring the practice which it describes to be unfair, uneconomic or unlawful. These resolutions will be submitted to the Commission for tentative approval.

C. Resolutions tentatively approved by the Commission will be discussed with members—by mail or in regional meetings—and revised for submitting to the executive committee.

#### Executive Committee Roster.

Members of this committee are: F. S. Snyder, chairman, Batchelder & Snyder Co., Boston; E. C. Andrews, Jacob Dold Packing Co., Buffalo; T. P. Breslin, Standard Packing Co., Los Angeles; E. A. Cudahy, Jr., The Cudahy Packing Co., Chicago; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; L. E. Dennig, St. Louis Independent Packing Co., St. Louis; Frank M. Firor, Adolf Gobel, Inc., Brooklyn.

Charles E. Herrick, Brennan Packing Co., Chicago; Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; R. T. Keefe, The Keefe-LeSturgeon Co., Arkansas City, Kans.; John R. Kingan, Kingan & Co., Indianapolis; Oscar G.

Mayer, Oscar Mayer & Co., Inc., Chicago; S. T. Nash, Cleveland Provision Co., Cleveland; Henry Neuhoﬀ, Neuhoﬀ Packing Co., Nashville; Chester G. Newcomb, Lake Erie Provision Co., Cleveland.

John W. Rath, Rath Packing Co., Waterloo, Ia.; A. T. Rohe, Rohe & Brother, New York; W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; Elmore M. Schroth, J. & F. Schroth Packing Co., Cincinnati; G. F. Swift, Swift & Company, Chicago; Frank R. Warton, Allied Packers, Inc., Chicago; F. Edson White, Armour and Company, Chicago; Thomas E. Wilson, Wilson & Co., Chicago; William Whitfield Woods, Institute of American Meat Packers, Chicago.

D. After the executive committee has reached an agreement on resolutions declaring certain practices unfair or uneconomic, the chairman of the board will be asked to call a meeting of the Institute, and the Secretary of the U. S. Department of Agriculture will be asked to call a trade practice conference of the entire industry.

The resolutions submitted to the membership will thereafter be offered for adoption, modification or rejection by the conference, if granted, and by the Department. Each packer will have the right to subscribe or refuse to subscribe to any of the resolutions.

The rights of every packer are fully protected by the procedure followed.

Trade practice conferences in other industries are held by the Federal Trade Commission. In a recent speech, a member of the Commission said of the trade practice conference:

"The procedure deals with an industry as a unit. It wipes out on a given date all the unfair methods condemned at the conference, and thus places all competitors on an equally fair competitive basis."

The Department of Agriculture has the same powers, with regard to trade practices in the packing industry, that the Federal Trade Commission has with regard to trade practices in other industries.

#### For a Department of Marketing.

This industry has suffered severely from the lack of stability in production and marketing, which has meant instability in the supply and value of livestock and meat. In the case of both hogs and cattle, high prices have led to overproduction, and low prices to underproduction.

Hog production furnishes the more familiar example. Overproduction of hogs is followed by underproduction.

When marketings have been at their lowest point, hogs have been bid up to extreme levels, packers have shown cutting deficits and sometimes deficits on

their pork business as a whole, the trade has complained, and consumers have turned away from high-priced product. In such periods packers have found themselves with an unusually large percentage of unused capacity.

#### Prices Are Demoralized.

When marketings have started mounting, the packers' inventory values often have declined, the producer has become dissatisfied, and both meat and hog prices have declined to a point where production is again checked.

In 1925, the number of swine slaughtered under federal inspection was less by ten million than the number slaughtered in 1924. Consuming demand showed no such difference, and hog prices rose 40 per cent—from \$8.20 to \$11.80 at Chicago. In June, 1926, hog prices at Chicago were a hundred per cent higher than in June, 1923.

Consuming demand does not vary to any such degree. A fairly stable demand and an instable supply mean fluctuating values—for hogs and for products.

The current production of pork bears little relation to the current demand for pork. Connected with this situation are some of the chief difficulties of operating a packing business.

#### Solving Packers' Problems.

What is being done about it?

The swine producers have organized a National Board on Swine Production Policy for the purpose of stabilization—stabilization by sound adjustment of supply and demand. An advisory board will be appointed.

The Institute has been invited to have representation on this board, and the executive committee has authorized us to do so. It is said that the Government also will have representatives on this advisory board, and that a representative of the Department of Agriculture probably will serve as secretary.

In the cattle industry, a similar movement has been discussed.

We have talked very plainly with the producers about the disadvantages of instability. We have discussed this subject before the National Swine Growers Association, the National Board on Swine Production Policy, and the National Livestock Producers.

#### Market Needs Adjusting.

Not only do our annual supplies of livestock fluctuate, but so do the marketings within the year, both of livestock and of meat. Even within a short period of time and within a given market, our shipments of meat may be poorly adjusted to the demand. Better information is needed.

We have begun to effect the following recommendations submitted to the  
(Continued on page 47.)



# Universal Conveyor Cuts Transportation Costs

*New Type Developed for Packinghouse Special Uses Is Able to Operate and Transport Merchandise in Two Plants*

Standard types of gravity and power-operated conveyors are being used more and more in meat packing plants as packers come to appreciate more fully the labor savings these devices make possible, and their influence in speeding up processes.

It is only recently, however, that special types of conveyors designed particularly for packinghouse use have begun to appear.

The chain conveyor on the killing floor—used in few if any other industries—was developed for use particularly in meat packing plants. It is a special type for transporting a particular product.

The development of this apparatus, which has been the means of saving large sums of money for the meat packing industry, apparently did not suggest other types of special conveyors in other departments of the plant as a means of saving labor costs.

## Many Uses for Conveyors

Packers did not take advantage of the lesson and apply the broad principle of mechanical transportation of meats and products to other operations of the business.

During the past several years the need for lower operating costs, and the elimination of waste and

lost motion in processing operations, has caused meat plant operators to give more thought to the economical handling of meats and meat products. Naturally, in casting about for means of lowering plant transportation costs, conveyors came in for consideration.

Today that plant is a rarity which does not have one or more gravity or power-operated conveyor, of one type or another.

But the more progressive meat plant operators have not been satisfied to stop with the services the standardized gravity and power-operated conveyors are able to render. They can see further savings in the development of conveyors to fit special needs, and to handle meats and products that cannot now be handled conveniently or economically on the conveyor types now available.

In a number of instances tools and devices have also been developed for transporting merchandise other than on conveyors.

The refrigerator car-loading device, described in the February 11, 1928, issue of THE NATIONAL PROVISIONER, is one result of work along this line. The moving table now in general use in pork cutting rooms is another.

A more recent development has been a conveyor for transporting products which are suspended from hooks, and this should find its place as a useful labor-saving tool in the meat packing plant. A description of this conveyor follows:

## Chain Hook Conveyor

A conveyor designed for meat packinghouse use, particularly for transporting meats that are suspended from hooks, has been designed recently by Ralph W. Ransom of Sioux Falls, S. D.

This conveyor is so constructed as to permit a turn from one plane to another. For example, the conveyor can circle a room and then turn directly through the ceiling to the floor above.

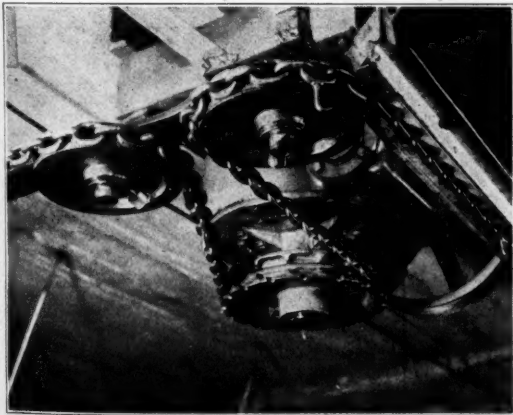
The idler sprockets, or sheaves, are cast-iron wheels with a groove cut in them to allow the side of every other link to ride smoothly around the wheel. The groove also acts as a guide to hold the chain in place.

### Simple to Construct.

The drive sprocket is a hand chain wheel similar to those used on chain blocks. It has notches cut in it to provide clearance for the hooks.

The chain used is  $\frac{3}{4}$  in. pitch coil. Guide rails are made of  $\frac{3}{16}$  by  $1\frac{1}{2}$  by  $1\frac{1}{2}$ -in. angle irons, with two  $\frac{3}{4}$  by  $\frac{3}{4}$  by 1-in. angles riveted to the heavier angles, forming the main chain support.

(Continued on page 29.)



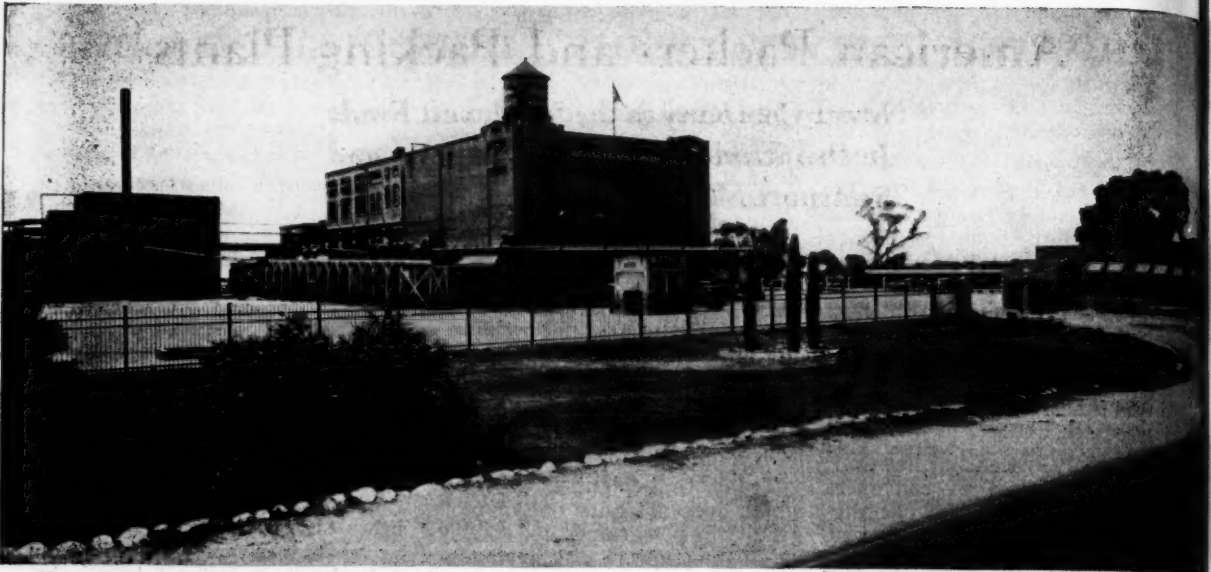
THE DRIVE ARRANGEMENT.

Power is transmitted through a worm gear to the shaft on which is mounted the drive sprocket. This sprocket, which is similar to those on chain blocks, is notched to provide clearance for the hooks.

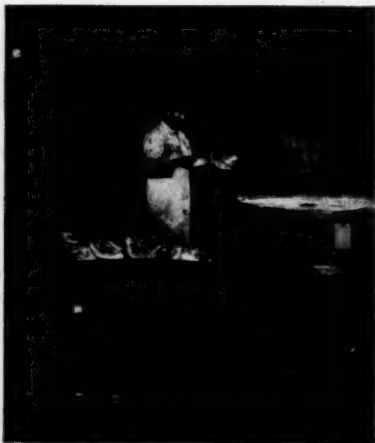


PASSING TO THE FLOOR ABOVE.

One advantage of a conveyor of this type is that it can turn from one plane to another. In the illustrations the arrows should be reversed. The chain on the left moves upward and the one on the right downward.



MAIN PLANT OF ARIZONA PACKING COMPANY, AT PHOENIX, ARIZONA.



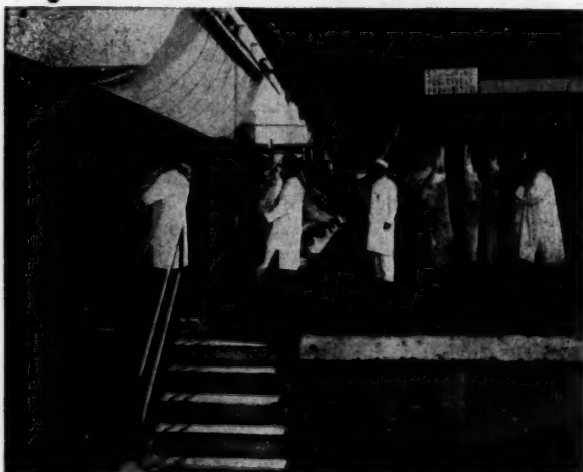
A VIEW OF THE SWEET PICKLE CELLAR.



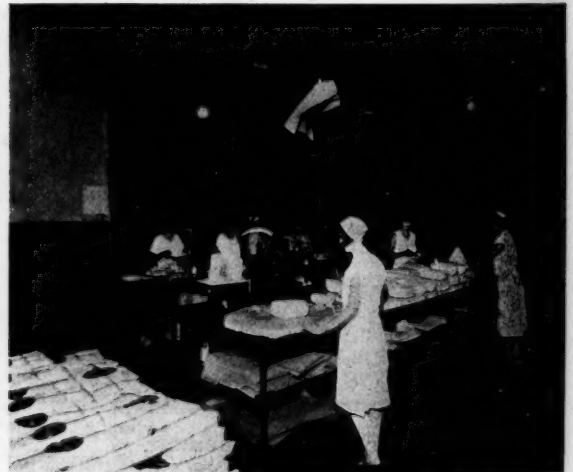
A TYPICAL FRONTIER BRANCH AND ITS SALES AND DELIVERY STAFF.



REFRIGERATOR CARS GIVE ADEQUATE DISTRIBUTION.



MODERN LOADING DOCK AT MAIN PLANT.



WRAPPING AND PACKAGING MEAT PRODUCTS.

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# American Packers and Packing Plants

## Meat Company in the Southwest Finds It Profitable to Confine Buying and Selling to Territory Readily Served

### XVII—The Arizona Packing Co.

**EDITOR'S NOTE**—This is the seventh in a series of articles describing American packing plants, their founders and their methods.

A recent statement by the Arizona Packing Co.—that it had had during 1928 the most successful year in its history—serves to call attention to this progressive and growing concern in a far-away corner of the country.

The company was organized in 1920 by E. A. Tovrea, the president, and completed its plant late in that year. Like many other business ventures organized or starting just after the war, the company had its ups and downs, and there was a time when the post-war depression had it almost down and out.

But the indomitable spirit of the typical Westerner at its head remained unconquered. When times were the hardest he fought the hardest. Today the results of one of the bitterest commercial battles in the history of the state are to be seen in the company's fine plant and business.

This is located four miles east of Phoenix on the Temple Highway. It is the largest meat packing plant between Fort Worth, Tex., on the East and Los Angeles, Calif., on the West.

The plant consists of three modern buildings, with ample holding and feeding pens. The latter are of considerable extent, and made necessary by the rather extensive feeding operations carried on by the company at times, and particularly during the winter months. The buildings consist of the main manufacturing and processing building, the office building and the power plant structure.

#### Modern Plant Well Equipped.

The main building is of reinforced concrete and steel construction, 85 by 225 ft. in size, three stories high. There is a full basement under this building in which are housed the curing and hide cellars, and such other departments as can be located there. There is storage

capacity in the building for 2,500 tons of ice. The refrigeration capacity is 325 tons.

The plant is up-to-date in every particular, and is equipped with the best, most modern and efficient equipment obtainable. Cattle, hogs and sheep are slaughtered. A complete packinghouse business is conducted, including the manufacture of fertilizer and many by-products.

In addition to handling and process-

ing for its use the entire production of one of the largest cottonseed oil mills in Arizona.

Hams and bacon are merchandised under two brands — "Cactus" and "Apache." The choicest of these meats receive the former brand and the standard cuts the latter.

The company believes that quality meats and meat products have their beginning in quality livestock. With this thought in mind the proper purchasing and handling of all animals is considered paramount.

Hogs are selected carefully to secure the size, weight and quality of hams and bacon in popular demand. Thousands of cattle are purchased and pastured on the company's ranch until they are finished and ready for slaughter.

#### Keeps Within Its Own Area.

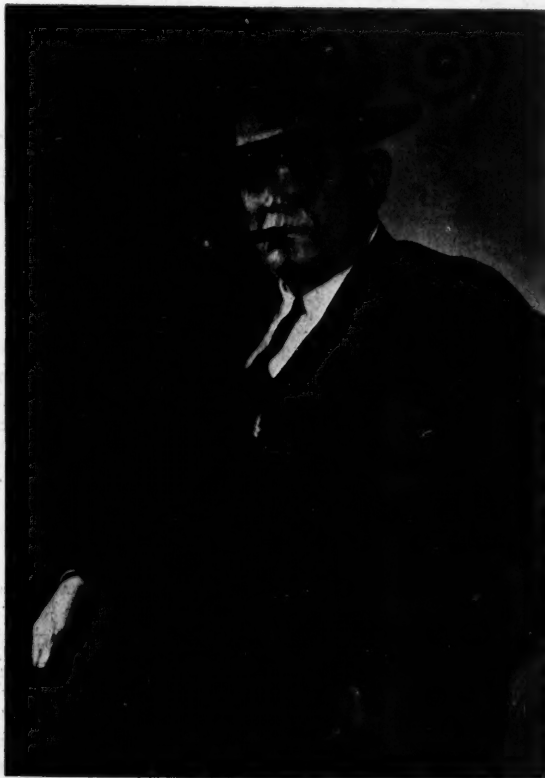
The business of the Arizona Packing Co. is confined largely to Arizona, although during the past year its sales over the border in Mexico have been growing rapidly.

As far as possible the company confines its purchases of livestock to the state. So far as high-quality cattle are concerned, it finds the supply adequate, but a large proportion of the hogs slaughtered are secured from the Corn Belt, principally Nebraska.

During 1928 the company slaughtered 33,000 cattle, 65,000 hogs and many thousands of sheep, paying for the livestock slaughtered the sum of \$2,271,000. During this time, also, its sales of cured meats increased 33 per cent and of fresh meats 20 per cent.

In addition to operating the meat packing plant the company also has a ranch of 800 acres at Cashion, Ariz., twenty miles from Phoenix, where the company's cattle are carried on pasture. During the winter season these are moved to the feeding pens at the plant. Here an 80-ton feed mill has been installed to furnish feed.

(Continued on page 29.)



E. A. TOVREA.

The founder and president of the Arizona Packing Company.

ing meats the company, also, is a large manufacturer of shortening from cottonseed oil. This is marketed under two brands, "Fenix" shortening and "Desert Bloom" shortening. The former shortening is manufactured from cottonseed oil and the latter is a product of cottonseed oil and beef tallow.

The shortening department of the company has grown until it now takes



### Chain Meat Stores

News and Views in This New Field  
of Meat Distribution.

#### GROWTH OF CHAIN STORES.

Large increases in the size and scope of chain stores, and a vast difference in the methods of doing business in the individual retail store, are predicted for the coming two decades by Prof. James L. Palmer of the School of Commerce and Administration, University of Chicago.

As chain stores are consistently invading areas which they have so far barely touched, Prof. Palmer is of the opinion that there will be developed a number of organizations with an annual volume of business in excess of a billion dollars.

He thinks the retail meat business now bids fair to fall into the hands of the chains at an even more rapid rate than have the grocery, drug and department stores. He points out that "the volume of one large meat packer in a middle western city is reported to have been cut one-third as a result of the acquisition of a packing plant by a large chain. Distribution through manufacturer-controlled outlets is on the increase."

Commenting on the reason for this rapid change, Prof. Palmer said:

"Increasing density of population and the migration from farms to cities is partially responsible for this growth. The 1921 depression with its accent on economy also helped. Our improved standard of living, the growth of instalment buying—forcing people to economize on necessities that they might have luxuries—have played a large part.

"Other factors in the success of the chains have been the inefficiency of many independent stores, the perfection of transportation and the decline of the factor of personal relationship between the retail dealer and his customers.

"Financial strength has given them advantages in buying and the use of advertising media beyond the reach of the small independent retailer. They have been able to develop prestige through large-scale operations, reduced selling costs through coordination, accomplish a wide distribution of risks and dispose of salvage more readily than small stores. And each unit profits from the experience of the others."

Chain store competition can be met only by matching chain-store efficiency or by organization to secure the advantages of mass merchandising, Prof. Palmer said.

#### CHAIN STORE NOTES.

An increase of 25 per cent in 1928 over 1927 is reported in chain grocery sales in Canada. Since 1922 an increase of between 400 and 500 per cent has taken place. There are now about 3,000 chain stores in Canada, of which 1,200 are operated in Ontario and Quebec by 15 chains.

The Safeway Stores is said to be the largest grocery chain west of the Mississippi, operating 791 meat markets and 1,979 grocery stores. This company operates in 20 different states and is reported planning a vigorous policy of expansion in its territory.

The advantage of carrying only articles with a quick turn-over is realized by the Kroger Grocery & Baking Co., Cincinnati, O., which carries an average of 900 articles at the present time, against 1,500 articles ten years ago. This company operates 5,500 stores and last year did a business of more than \$207,000,000. The aim of each store is to turn over its \$2,000 stock once every 10 days.

### Financial Notes

News Notes and Practical Pointers  
on the Money Side.

#### WESSON OIL CUTS A MELON.

A one hundred per cent common stock dividend has been declared by the Wesson Oil-Snowdrift Co., payable April 1 to stockholders of record February 28. This dividend will increase common shares outstanding to 600,000. The present annual \$4 dividend based on common will be maintained, it is expected, by the payment of \$2 a share on common outstanding after the stock dividend.

The entire 142,114 shares of \$7 cumulative preferred stock has been called for redemption on June 1, 1929, at \$110 a share. Funds for the retirement of this preferred stock will be derived from the sale of a new issue of 400,000 shares of no-par convertible preferred stock, entitled to cumulative dividends at the rate of \$4 per share per annum.

This company owns all the capital stocks, except directors' qualifying shares, of the Southern Cotton Oil Co., Southport Mill Ltd. and Soo Tank Line.

#### NATIONAL TEA DIVIDENDS.

An initial quarterly dividend of 37½¢ a share has been declared on the new common stock of the National Tea Co. This is the equivalent of \$6.00 annually on the old common, which was split recently on a four for one basis and which paid dividends of \$4.00 annually.

#### PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain store and food manufacturers on March 6, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on February 27, or nearest previous day, were as follows:

Wk. end.	Sales.		High.		Low.		Close.	
	Mar. 6.	Mar. 6.	Mar. 6.	Mar. 6.	Mar. 6.	Mar. 6.	Mar. 6.	Mar. 6.
Allied Pack.	1,600	1	1	1	1	1	1	1
Do. Pr. Pfd.	200	9½	9½	9½	9½	9½	9½	9½
Do Sr. Pfd.	100	2½	2½	2½	2½	2½	2½	2½
Amal. Leath.	1,200	9½	9½	9½	9½	9½	9½	9½
Do Pfd.	200	68	68	68	68	68	68	68
Am. Hide & L.	200	8½	8½	8½	8½	8½	8½	8½
Do Pfd.	1,800	32½	32½	32½	32½	32½	32½	32½
Armour A.	28,600	15½	14½	14½	14½	14½	14½	14½
Do B.	23,100	8½	7½	8	8	8	8	8
Do Pfd.	1,700	83	82½	82½	82½	82½	82½	82½
Do Del. Pfd.	600	92½	92½	92½	92½	92½	92½	92½
Barnett Leath.	1,000	20	20	20	20	20	20	20
Beechnut Pack.	2,900	87	85½	85½	85½	85½	85½	85½
Cudahy Pack.	3,200	59½	58½	58½	58½	58½	58½	58½
First Nat. Strs.	14,700	70½	69½	69½	69½	69½	69½	69½
Gobel Co.	32,600	57½	56½	56½	56½	56½	56½	56½
Hormel, G. A.	350	48	48	48	48	48	48	48
Hygrade	1,800	40½	39½	39½	39½	39½	39½	39½
Kroger Groc.	21,600	105½	103½	103½	103½	103½	103½	103½
Libby McNeill.	7,150	11½	11½	11½	11½	11½	11½	11½
Miller & H. Pfd.	600	47½	47	47	47	47	47	47
Morrell, John	4,150	63	62½	62½	62½	62½	62½	62½
Nat. Leather.	1,710	3½	3½	3½	3½	3½	3½	3½
Nat. Tea New.	37,800	87½	84½	84½	84½	84½	84½	84½
Safeway Strs.	19,650	186½	181	183	183	183	183	183
Do 6½ Pfd.	200	95½	95½	95½	95½	95½	95½	95½
Do 7½ Pfd.	610	103	103	103	103	103	103	103
Swift & Co.	900	136	136	136	136	136	136	136
Swift Int.	3,650	34½	34	34	34	34	34	34
Truist Pk. Strs.	500	55½	55½	55½	55½	55½	55½	55½
U. S. Leather.	2,500	26½	26	26	26	26	26	26
Do A.	1,700	50½	50½	50½	50½	50½	50½	50½
Wesson Oil	1,500	96½	95	95	95	95	95	95
Do Pfd.	900	110	110	110	110	110	110	110
Wilson & Co.	1,500	11½	11½	11½	11½	11½	11½	11½
Do A.	2,200	22½	22½	22½	22½	22½	22½	22½
Do Pfd.	1,400	71½	70½	70½	70½	70½	70½	70½

## Oscar Mayer in Stronger Position

The net income of Oscar Mayer & Co., Inc., Chicago, for the fiscal year ended December 1, 1928, was \$290,737, after depreciation, taxes and other charges. After the deduction of preferred dividends, this is approximately \$1.86 a share on the 120,000 shares of common stock outstanding. This compares with \$.32 a share on common stock for the fiscal year ended December 3, 1927.

The 1928 income account, compared with that of the previous year, is as follows:

	Yr. ended Dec. 1, '28.	Yr. ended Dec. 3, '27.
Operating profit	\$ 345,187	\$ 126,212
Federal and state taxes	54,450	20,203
Net income	\$ 290,737	\$ 106,009
Preferred dividends	66,320	67,085
Surplus for year	\$ 224,417	\$ 38,924
Previous surplus	871,100	832,781
Total surplus	\$1,095,517	\$ 871,705
Premium on preferred stock purchased	1,391	605
Final surplus	\$1,094,126	\$ 871,100

The balance sheet reveals a strong working capital position, with current assets of \$2,147,702 and current liabilities of \$961,764, compared with \$1,713,928 and \$686,728, respectively, at the close of the previous year.

The balance sheets for 1928 and 1927 are as follows:

ASSETS.		Yr. ended Dec. 1, '28.	Yr. ended Dec. 3, '27.
Land, buildings and equipment		\$1,927,637	\$1,886,279
Investments		19,520	9,520
Prepaid expenses		30,530	35,502
Current assets—			
Cash		53,379	88,852
Accounts receivable		861,718	622,559
Notes receivable		100,000	100,000
Inventories		1,232,606	902,517
Total current assets		\$2,147,702	\$1,713,928
Total assets		\$4,125,390	\$3,645,229
LIABILITIES.			
Preferred stock		\$ 869,500	\$ 887,400
Common stock		1,200,000	1,200,000
Surplus		1,094,126	871,100
Current liabilities:			
Notes payable		700,000	500,000
Accounts payable		179,282	128,605
Federal and local taxes		82,482	57,774
Total current liabilities		\$ 961,764	\$ 686,729
Total liabilities		\$4,125,390	\$3,645,229

# THE NATIONAL Provisioner

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## Vision and Performance

The United States this week inaugurated as president a new type of leader. It has chosen a unique type—a man with the training and experience of the engineer, and the point of view of the economist and the humanitarian.

He is a man who has carried out big assignments for his government. His tasks have been of a nature which provided him no precedent. He has been forced to blaze new trails, and his success has been conspicuous.

There is much reason to believe that he will not follow beaten paths in his leadership of the nation. His acts are of the very essence of statesmanship, yet he is neither the trained statesman nor the trained politician.

He is a man of far vision, always looking ahead of the rest of us. His fundamental honesty, combined with vision, and an analytical and mathematical mind, give promise of great accomplishment.

If his work in the past as director of war relief in Belgium, as United States Food Administrator, and as Secretary

of Commerce is a measure of what can be expected of this man as President of the United States, the country is indeed fortunate.

Herbert Hoover's humanitarianism is not idealistic. It is practical. He regards the well-being and happiness of the people of the United States as fundamental to the prosperity of the nation. He believes that there is need further to perfect means of adapting government to human service.

The questions before the country he recognizes as problems of progress to higher standards. "They are not the problems of degeneration," he says.

Establishment of stability and security of business and employment should be the larger purpose of our economic thought, he points out. He commends the new-found capacity for cooperation in business to "effect high purposes in public welfare." He is of the opinion that the government should encourage these movements of collective self-help by cooperating with them.

With such a man directing the destinies of the nation, not only should there be continued prosperity, but sound foundations should be laid for the economical and profitable operation of both government and business.

The meat industry—the country's second largest—offers to the new President that aid and cooperation which he solicited in the closing phrases of his inaugural address.

## Oleo Tax Discrimination

The usual crop of oleo bills is in the state legislatures. The intent of all of these bills is to hamper the sale of one agricultural product to help another.

The justice of such measures is difficult to fathom. It is possible to put a high-class, wholesome, sanitary spread and cooking and shortening fat on the market at a price well below that at which its competing product moves.

Therefore, in the eyes of the manufacturers of the product competed with, and of producers of its raw materials, the free movement of the less expensive article should be hampered as far as possible or stopped all together.

There seems to be little more reason why oleomargarine should carry heavy taxation because of the competition it

offers butter than there is why vegetable shortening should carry a heavy tax because it competes with lard.

In the latter case it is recognized that both are good products and that the competitor who is the superior in his merchandising efforts will have the "edge" on the market. And it should be so with butter and oleomargarine.

These products should have the privilege of appearing on an open competitive market, without undue hampering. Let the public choose which it prefers and let the better product and the better selling methods win.

## What Are Hogs Worth Now?

Competition in hog buying has forced prices above economic levels. Packers seem to have lost sight of the fact that it is entirely normal for hog receipts in February to fall considerably below those of the preceding January. As a result, they have precipitated something of a run-away market.

Last year the February receipts of hogs were larger than those of January, but this was one of the few times on record. During the winter packing season just closed, the heaviest of the runs were received in the earlier part of the season—in fact, they started a good three weeks before the normal opening of the winter season.

The February hog runs at the 11 principal markets were 767,460 less than those of the same month a year ago. But even with these smaller runs, the product in storage at the principal centers on March 1 was larger than at the same time a year ago.

With the approach of spring and the let-up in meat consumption incident to the Lenten period, due in part to religious precedent and in part to the advent of greater varieties of fresh fruits and vegetables, a decline in livestock receipts is desirable.

Somehow the packing industry, while fully cognizant of the modifying influences in the market, seems to become bullish immediately on a slackening up in hog receipts. There is a good deal of a question whether hogs are worth to the packer what he is paying for them. It might be worth while finding out, rather than just blindly following the market and forcing it yet higher.

# Practical Points for the Trade

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## Used Curing Pickle

Should used pickle be boiled before it is used again, or can the impurities be removed by filtration?

A packer outside the United States writes as follows regarding this:

Editor The National Provisioner:

We would like to know details of the method used for filtering pickle for use again. We understand cures in some localities prefer this method to the alternative of boiling the pickle. We would like to know the benefit (if any) to be derived from filtration as against boiling, or vice versa.

There is a god deal of advantage in boiling or sterilizing used or second pickle as compared to simple filtration. Boiling destroys the organisms which may be in the pickle and which later cause product on which it is used to sour.

Where large amounts of used pickle are available, this may be recovered and used again if proper care is exercised. If the amount of such pickle is small, it would not pay to put in the equipment to handle it.

Just what saving can be made through this process can be decided by each packer, as it will vary according to the value of the ingredients used. The process is as follows:

The pickle is pumped from the curing vats by means of an electrically-driven piston pump connected to a header, to which is attached armored or wire-wound hose with a 2-inch brace, goose-neck and strainer attached.

Concentrate the pickle in some central point in the cellar, then pump it to a point higher than the curing cellars, where it should be pasteurized at a temperature of 190 to 200 degs. F. for an hour, in order to kill off the wild yeasts or other organisms that may have developed and which later may cause sour pickle.

Used or second pickle will not be as clear as first pickle unless trouble is taken to pump it through a filter press, although this is not absolutely necessary.

The used pickle will vary in density. It may have a salometer reading of 50 degs. to 70 degs., or possibly more. A chemical analysis should be made of this used pickle on every occasion after the recovery process has been started, in order that experience may be gained as to just how much salt, sugar and saltpeter or nitrate of soda must be added to bring it up to normal.

After pasteurization, any coagulated albumen that may arise to the surface of the pickle should be skimmed off. It

should then be filtered, this latter operation being necessary to remove the coagulum.

As a rule, used pickle is not utilized for curing the best grades of meat, but it is good for curing all other grades.

By calculating the amount of salt, sugar and saltpeter in the used pickle, and by finding its value at current market prices and then deducting the interest and depreciation on the equipment necessary, the saving can be calculated closely.

## Why Sausage Turns Gray

What makes fresh pork sausage turn gray? A Western sausage maker is having trouble with his product. He says:

Editor The National Provisioner:

We find that our fresh pork sausage or link sausage does not retain its color, turning gray after a short time. This also applies to our bulk pork sausage and therefore can not be ascribed to any fault with the casing.

Can you suggest a remedy?

There are a good many reasons why pork sausage turns gray. There is just one way to make pork sausage, and that is from strictly fresh trimmings. If the hogs are killed one day and cut the next, take the trimmings immediately for pork sausage.

To these strictly fresh trimmings, which should not be too fat, add 2 lbs. salt, and 6 oz. sugar per 100 lbs. Do not use saltpeter in fresh pork sausage.

Either rubbed sage or a liquid spice formula is desirable in pork sausage. Do not use powdered sage. If the formula used calls for 6 oz. of white pepper, it is suggested that 3 of these 6 oz. be made up of California red pepper. This is not Cayenne but is a pungent product that will take on the flavor of the white pepper. It gives the pork sausage a nice flavor and just that much more color.

The importance of strictly fresh meat, which in handling has not been subjected to too-warm temperatures in handling for the manufacture of a pork sausage that will hold its color, can not be overemphasized. Sugar also helps the color. Neither flour nor water should be added.

If these instructions are followed closely, the inquirer should have no trouble getting a good color on his sausage.

## Branch House Cooling

A Northern packer is interested in the description of the new cooling unit given in THE NATIONAL PROVISIONER of January 12, 1929. He makes some inquiry as to its adaptation to his conditions. He says:

Editor The National Provisioner:

We have some old branch houses where the ceiling height does not permit putting in bunker lofts, and the pipes on the walls do not give very good satisfaction.

I think the unit described in the article in THE NATIONAL PROVISIONER, entitled "Improving Conditions in Meat Plant Coolers," would be very adaptable in these places.

We also have a hot beef cooler where we had considerable trouble, and the unit might be suitable for that room as well.

Will you kindly let me know if you have had any experience with this apparatus operating in rooms where fresh-killed stock goes in?

The point that leaves me in doubt in this connection is the formation of frost on the coils due to the large amount of moisture in such rooms.

The unit to which the inquirer refers would be well adapted to branch house refrigeration, on account of forced circulation and uniform temperature, which eliminates ceiling and wall condensation. Best results would be secured if the air ducts were extended above the rail timbers, provided space is available for unobstructed air passage.

The temperature should be 36 to 38 degs. F. It is advisable to shut the ammonia or brine valves every 24 hours, to defrost the coils, which in the

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.



above temperature can be accomplished in 15 to 20 minutes.

This cooling unit would supplement the refrigeration in a hot beef cooler, assuming that the troubles are due to lack of circulation, but the coils would have to be defrosted more often.

Such troubles as those complained of probably can be overcome best in hot beef or hot hog coolers by the use of the brine spray system.

## Bluish Color in Lard

A wholesale buyer of lard asks the cause of a bluish color in the product. He says:

Editor The National Provisioner:

Will you kindly inform us as to the cause of a bluish color in a recent lot of lard we bought?

There has been no really satisfactory explanation of the bluish color lard sometimes has. It is a condition that may occur at any season of the year and in lard given the most careful handling.

Manufacturers who desire to overcome this condition treat the lard through a filter press with a good decolorizing carbon.

## SAUSAGE MAKERS COOPERATE.

The Sausage Manufacturers' Association of New England are now meeting at the Boston City Club, Somerset St., every Wednesday noon. A luncheon is served to the members and a business meeting follows.

Much constructive work along quality lines in the sausage industry in New England has been accomplished by the association. Questions relating to cost accounting, advertising, sales promotion, manufacturing, price discrimination, and other questions vital to the industry are discussed and action taken upon them. The members of the sausage industry in New England have been greatly helped since the formation of the Sausage Manufacturers' Association.

The program for the coming year has more constructive features than ever before. Familiarity with facts concerning one's industry is generally considered indispensable to successful business. This is one of the important features of the association work of the New England sausage manufacturers.

The association is cooperating with the leading cooking schools, home service and public service departments in helping educate the public in properly preparing frankfurts and other sausage products. This helps the consumption of sausage products, because the public rapidly learns how to cook frankfurts and sausages so that they taste right.

President C. F. Platt cordially invites any member of the industry to attend these luncheon meetings. An exchange of ideas with members of the industry is always welcomed.

## ARIZONA PACKING COMPANY.

(Continued from page 25.)

Branch houses are maintained at Nogales, Bisbee, Tucson, Superior, Yuma, Miami, Prescott and Flagstaff. Some of these are served daily and some every other day by refrigerator cars and trucks.

E. A. Tovrea, one of Arizona's pioneer figures, is president of the company and F. E. Samuels is general sales manager. The plant operates under U. S. government inspection. The company is proud of the U. S. meat inspection stamps on its products, and has been a member of the Institute of American Meat Packers ever since it was organized.

## FRANCE TAXES SHEEPSKINS.

An ad valorem tax of one-tenth of one per cent is to be collected for a period of ten years from Jan. 1, 1929, on imports into France of all raw sheepskins, fresh or dried, and on sheep's wool in mass or on the skin, not dyed, according to the French budget law for 1929. Proceeds of this tax will go toward encouraging sheep-raising in France and its possessions.

## Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name .....

Street .....

City .....

## Operating Pointers

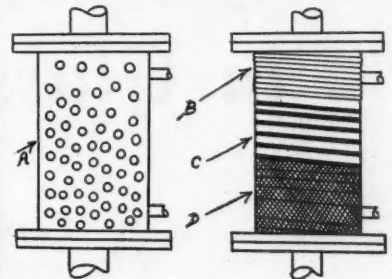
For the Superintendent, the Engineer, and the Master Mechanic

## INSULATING HEATERS.

It appears to be a simple matter to cover large heaters, pipes, etc., with plastic asbestos, until it is tried. Then one is apt to find that making a one-piece covering one inch thick on an unprepared surface cannot be done. It will persist in falling off in sections long before it has dried.

However, when the proper method is used, the job is not difficult. In an article in a recent issue of Refrigerating World, a correspondent tells how to prepare the surface and how to apply the asbestos to make a lasting job. He says:

"Before applying the first complete covering, go over the entire surface of



## HOW TO APPLY ASBESTOS.

Here are shown four ways to apply plastic asbestos to large pipes, tanks, heaters, etc., for insulating purposes. "A" shows small pieces of asbestos placed on the surface and allowed to dry. A thin coating of asbestos is then applied. Over this is wrapped asbestos rope, as at "B," wire, as at "C," or wire cloth, as at "D." Another coat of asbestos of the desired thickness is then applied.

the heater with small particles of the plastic mixture about as big as a quarter or half-dollar coin. Place them about 2 in. apart as at "A" in the illustration, press them on firmly and allow them to get perfectly dry. Now these particles will act as a holder, and it will be an easy matter to apply a full coating over the heaters about 1/4 in. thick.

"Do not attempt to make this first coat smooth—the rougher it is, the better. If only a temporary covering is wanted, it is possible to apply another 1/4 in. coating on top of the first one when it dries out, and successive coats can be added until the desired thickness is obtained; but such a coating generally develops numerous cracks and ultimately pieces will fall out.

(Continued on page 32.)

## USES CONVEYORS TO CUT COSTS.

(Continued from page 23.)

The practical packinghouse man will see many uses for a conveyor of this type. By installing it close to the ceiling, it would take up no floor space. The accompanying illustrations show details of this conveyor.

This idea was entered in the 1928 Prize Idea Contest of the Institute of American Meat Packers, and won the fourth prize of \$100.00

This  
can be  
prevented



*by wrapping the package  
in Glassine ~ ~ ~ ~ ~*

A LOOSE, partly-opened flap on a package creates an impression of carelessness, entirely out of keeping with the care which should be used in marketing a food product.

A waxed-glassine wrapper not only keeps the package snug and tight, but gives real protection to the product—shuts out foreign odors and helps retain the freshness of the goods.

This outside wrapping also prevents the package from becoming soiled. It assures you that your product will reach the consumer as fresh and clean looking as when it left your plant.

Write to our nearest office for complete information on waxed-glassine wrapping.

### PACKAGE MACHINERY COMPANY

Springfield, Massachusetts

New York: 30 Church St.

Chicago: 111 W. Washington St.



## PACKAGE MACHINERY COMPANY

*Over 150 Million Packages per day are wrapped on our Machines*

# A Page for the Packer Salesman

## Get the Big Money First

Costs No More to Sell Large Meat Purchaser Than Small One

Your value to your firm, Mr. Salesman, is not so much in the tonnage you move as in the profits on the sales that you make.

It costs no more, in many cases, to sell a \$1,000 order than it does to sell a \$20 one. At least the time spent per dollar of sales is less.

Many salesmen call on their prospects as they come to them in covering their territory. One salesman thinks this is wrong, that the better way is to spend time and effort on the real money and attend to the remainder when there is nothing else to do.

He writes:

Editor THE NATIONAL PROVISIONER:

In a recent issue of THE NATIONAL PROVISIONER, a packer salesman had some interesting comments to make on the necessity for employing one's time to the best advantage. He brought up a very pertinent point to meat salesmen, and one to which I have been giving some attention recently.

No doubt some other salesmen who read this article have also pondered over this question, and it occurred to me that they might be interested in my experience along this line.

When I went to work for the concern I am now with, I was unfamiliar with the territory and the accounts in it. Naturally I was expected to sell as large a tonnage as possible, and in an endeavor to do this I covered the territory very thoroughly. During the first several months I was on the job there were few prospects, or even suspects, that I did not call on and endeavor to sell.

As I became familiar with the accounts and the prospects, I began to see where I was wasting time and losing sales. I saw that if I was to produce all that the territory was capable of, a radical change in my methods would be necessary.

While I believe it is necessary to call on prospects and to be on the lookout at all times to open new accounts, it has not been my experience that much is gained unless the salesman uses judgment in selecting prospects. In other words, the salesman can lose much time and make little progress if he does not give some thought to spending his time to the best advantage.



It does not take any more time to talk to a prospect who buys a ton of meat a day than it does to one who buys a hundred. My plan is to spend my time where the possibilities are greatest. The best prospects receive my attention first. When these are exhausted I spend time with the lesser fry.

The man who orders a few pounds of sausage a day, a few hams or a few pounds of bacon, is not a profitable account to either the house or the salesman. It costs more to call on him, service him and collect his account than the profits on the sales amount to. Why then, waste time on him?

Selling meats, it seems to me, is just as much a business proposition as preparing and manufacturing it. It is up to the salesman to make his efforts profitable for his firm. To do this, head work counts just as much as foot work.

Yours truly,

PACKER SALESMAN.

## CANNED MEAT FOOD VALUE.

Canning meats does something more than offer a convenience for the consumer. Recent researches seem to prove that the food value of the product thus treated is high.

This is information the salesman should know, and pass on to his customers. A wider knowledge of the facts concerning these meats would, no doubt, aid to increase the consumption of them.

In actual caloric and protein value, most animal canned foods are not inferior to the fresh food as bought. This has been determined by investigation and research by the New Health Society of England.

The vitamins present in animal preserved foods, this organization has found, are A, B, and D, and recent researches show most conclusively that these vitamins are not destroyed at the preserving temperatures. Under modern canning processes, the contents of the can are not subject to oxidation during the heating process.

## Tips for Your Trade

### HELPING THE CUSTOMER.

Competition in the retail meat trade is becoming more and more severe.

One salesman said recently that his principal job these days was to listen patiently while his customers told him how hard it is to make a profit, and how business is now so split up that to get any kind of a reasonable turnover is almost impossible.

Here is a chance for the salesman to help.

Every once in a while he will run onto a good merchandising stunt that some retailer is using successfully. He will render a service worth while by passing on these good ideas whenever possible.

And the retailers will appreciate any help that is given them to reduce costs, better service and increase profits.

In helping the retailers the salesman helps himself and his firm. The better business men his customers are, the more meat they will buy.

### CELLOPHANE SALES HEADS.

The Du Pont Cellophane Co. has announced the appointment of J. G. Jorgensen as assistant district sales manager of the eastern metropolitan area. Mr. Jorgensen has been in the field in Brooklyn, New Jersey and Northern New York. Previous to that, he covered many of the larger cities helping to introduce Cellophane to manufacturers of package goods when the Du Pont company first took over the American manufacturing and sales rights a few years ago.

E. K. Graves has been assigned to the company's outside sales force, with headquarters at the New York office, 2 Park Ave. Mr. Graves spent two years in the company office as head of the package development service. He will now cover Connecticut and the northern part of New York, the territory formerly covered by Mr. Jorgensen.

William Rheau has been added to the outside sales force of the Chicago district office, with headquarters at 120 South La Salle St., and will cover the major parts of Michigan, Indiana, part of Kentucky and all of Illinois, except Chicago proper.

Eugene F. Wilson, formerly connected with E. I. Du Pont de Nemours & Company, Wilmington, Del., has been appointed to the sales organization of the Du Pont Cellophane Co. of New York.



## INSULATING HEATERS.

(Continued from page 29.)

"There are several things that can be done to prevent this and to make the covering strong and permanent. After the first coating is complete, it can be wrapped around with asbestos rope, as at 'B'; with galvanized iron telegraph wire, as at 'C'; or else wire netting can be tied on with stovepipe wire, as at 'D.'

"Any one of these wrappings will act as a holder for additional coatings. The last coat can be finished smooth by using a trowel, dipping it into water now and then so as to keep the surface of the material soft and pliable. When the finishing coating has become dry the whole thing can be painted any color desired.

"Some first wrap the heaters with heavy wire or netting for a holder and then immediately apply a thick coating of the asbestos. The intense heat from the heater surface acting on the wire causes considerable expansion, which tends to crack the thick coating in a comparatively short time.

"It is better to apply a thin coating first. Wrapping with asbestos rope, as at 'B,' is somewhat more expensive than the methods shown at 'C' and 'D.' However, if the large pipes, heaters or tanks being covered are holders or carriers of hot water or low pressure steam only, old rope—such as clothes line or window sash rope, or any other kind of such discarded material—can be used over the first thin coating instead of the asbestos rope.

"One such job was in use for 10 years. When the old heater was moved to make room for changes, the old rope was still in fair condition. But when the apparatus being covered carries high steam pressure, such rope should not be used.

"It should be explained that when using asbestos, hemp, cotton, or other rope, each coil can be kept anywhere from one to three inches apart instead of close together as shown at 'B.' In fact, it is best to do so, because the holding ability of the rope will be greater this way than when the coils are set close together."

## CANADIAN LIVESTOCK TO U. S.

Exports of cattle from Canada to the United States during 1928 were greater than for any year since 1921, according to data received by the U. S. Bureau of Agricultural Economics. Last year this country imported 283,789 head of cattle from the Dominion, compared with 155,707 in 1927, 294,009 in 1921 and 500,216 in 1920. Shipments of hogs to this country from Canada in 1928 were greater than in any other year on record, with the exception of 1927. Last year 116,716 hogs came in from the Dominion, compared with 173,099 the previous year.

## FORM NEW BROKERAGE FIRM.

Sterling N. Northington and J. M. Bentley, of Nashville, Tenn., have formed a partnership under the name of Bentley & Northington, and will operate a brokerage business, specializing in packinghouse brokers. Mr. Northington formerly was president

and general manager of the Henard Mayonnaise Co., and president of the Webb Mfg. Co., from which position he retired a year ago on account of ill health. Mr. Bentley has been an active broker for the past 17 years. Offices will be maintained at 120 Public Square, Nashville.

## GERMAN LARD AND BACON DUTY.

Increased duties on imports of lard and bacon into Germany and cancellation of the present duty-free import contingent of 50,000 tons of frozen meat annually, are being proposed for Germany by the agrarians of that country, according to dispatches to the

U. S. Department of Commerce. It is proposed to increase the duty on lard from approximately \$1.67 to \$2.38 per 100 kilos, and the duty on bacon from approximately \$3.33 to \$5.71 per 100 kilos.

## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for January, 1929, and December, 1928, with comparisons, are reported as follows:

## LARD PRODUCED, CONSUMED AND STOCKS

(A) (1) PRODUCED.	
	1928. Lbs.
December .....	196,500,000
Total for year .....	1,749,016,000

	1927. Lbs.
December .....	155,137,000
Total for year .....	1,512,996,000

## CONSUMED.

(B) (2) EXPORTS.	
	1928. Lbs.
December .....	87,528,523
Total for year .....	783,435,025

	1927. Lbs.
December .....	64,624,711
Total for year .....	701,690,446

## (C) DOMESTIC.

	1928. Lbs.
December .....	91,671,477
Total for year .....	936,478,975

	1927. Lbs.
December .....	81,831,222
Total for year .....	806,433,551

## TOTAL.

	1928. Lbs.
December .....	179,200,000
Total for year .....	1,719,914,000

	1927. Lbs.
December .....	146,456,000
Total for year .....	1,508,133,000

## (D) STOCKS HELD END OF MONTH.

	1928. Lbs.
On hand begin'g of yr. ...	84,557,000
January .....	54,885,000

	1927. Lbs.
January .....	54,007,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

## MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

## Inspection granted—

The Foster Canning Co., Inc., 25 Wall St., Newark, N. J.; Hansen & Chester, Railroad Ave. and Secaucus Road, North Bergen, N. J.

## Inspection withdrawn—

Palestine Brand Kosher Wurst Factory, Inc., Brooklyn, N. Y.; American Provisions Export Co., Mason City, Ia.

## Change in official name—

Almeida & Cabral, 156 Fifth St., Cambridge, Mass., instead of Gabriel D. Paiva; Stahl-Meyer, Inc., 262 Mott St., New York, and F. A. Ferris & Co., Otto Stahl, Inc., Louis Meyer Co., Inc., instead of previous name; \*Hudson Packing Co., 242 Hudson Ave., Brooklyn, N. Y., instead of Weill & Isaacs.

\*Conducts slaughtering.

## The Trading Authority

Market prices based on actual transactions, and unbiased results on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

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# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Tone Stronger—Commission Houses Buyers—Profit Taking Limited Upturns—Hog Receipts Light—Hogs at New Highs—Cash Trade Fair—Lard Stocks Increase—Corn Reserves Liberal.**

The market for hog products the past week developed a much stronger situation under increased commission house absorption and scattered covering, the result of a tight situation in hogs. The latter served to bring about a stronger tone. The advances in the future market were not large, but it was evident that the disparity between futures and hogs was receiving more attention. Profit taking, together with hedge pressure, satisfied commission house demand and served to limit upturns. Some of the buying of futures was credited to foreign account.

Quite a little spreading was under way, and there appeared to be buying of lard, to some extent, against sales of cotton oil. An increase in the Chicago lard stocks to somewhat above expectations caused hesitation for a time, but the impression prevailed that the lard stocks have reached their peak and should begin to fall off steadily in the near future.

A rather strong tone in corn, in spite of fairly liberal private farm reserve figures, continued a helpful influence to hog products. Cash domestic trade was on a fairly good scale, while the outward movement indicated that foreign trade in lard was better than was being reported from day to day. While it is true that the market is carrying a great deal of hedges, the tendency to discount the future has brought about a distinct improvement in speculative demand. This has tended to lighten the hedging load on the market.

### Lard Stocks Heavier.

The Chicago lard stocks increased over 12,000,000 lbs. the last half of February, and for the month increased over 22,000,000 lbs., the stock totaling 95,242,643 lbs., against 51,669,000 lbs. the same time last year. The increase there probably forecasts a good gain in the February cold storage holdings, but the lard stock increase for some time has been discounted by the market, and there was more of a tendency to look upon the hog situation as an offsetting factor.

At the beginning of the week, the average price of hogs at Chicago was 11.15c, advancing to 11½c, a new season high, compared with 10.70c a week ago, 11.95c a year ago and 11.40c two years ago. The average weight of hogs at Chicago last week was 230 lbs., compared with 228 lbs. the previous week, 233 lbs. a year ago and 238 lbs. two years ago. The smaller run of hogs, with packers competing for the limited available supplies, caused the advance this week.

In some leading quarters, there was a tendency to feel that the price had

reached a level where demand would become less insistent and where marketings may increase somewhat. The latter, however, remains to be seen, owing to the fact that corn continued to hold around the \$1.00 per bushel level.

The official, detailed lard exports for the week ended February 23 showed 12,963,000 lbs. cleared, against 13,691,000 lbs. last year, bringing the exports from January 1 to February 23 this year to 129,787,000 lbs., compared with 124,001,000 lbs. the same time last year. During the week Germany took 3,428,000 lbs.; the United Kingdom, 4,923,000 lbs.; other European countries, 3,237,000 lbs.; the Netherlands, 293,000 lbs.; Cuba, 903,000 lbs.; other countries, 179,000 lbs.

### Lard Exports Larger.

The unofficial exports of lard for the week ended March 2 were placed at 9,250,000 lbs., and the indications were that the exports would continue on a liberal scale during the week ended March 9. The detailed statement on exports of hog products for the week ended March 2 follow:

	Pork. Brls.	Lard. Lbs.	Meats. Lbs.
Liverpool .....	30	1,885,000	1,821,000
London .....		184,000	239,000
Glasgow .....		235,000	307,000
Bristol .....	55	898,000	115,000
Other English ports .....		571,000	251,000
Antwerp .....		684,000	30,000
Germany .....	50	1,318,000	13,000
Holland .....		1,691,000	38,000
France .....		203,000	
Other Con. ports .....	485	789,000	1,211,000
Elsewhere .....	80	798,000	107,000
Total .....	710	9,250,000	4,222,000

**PORK**—The market was quiet but very steady at New York, with mess quoted at \$30.00; family, \$32.50; fat backs, \$27.00@30.00. At Chicago, mess was quotable at \$30.00.

**LARD**—Domestic and export trade appeared to be fairly active, and the market was steadier, being influenced by the strong situation in hogs. At New York, prime western was quoted at \$12.50@12.60; middle western, \$12.35@12.45; city, 12c nominal; refined continent, 12½c; South America, 13¼c; Brazil kegs, 14¼c; compound, car lots, 12½c; less than cars, 12½c. At Chicago, the market was firmer, with regular lard in round lots quoted at 37½c under May; loose lard, 115 under May; leaf lard, 155 under May.

**BEEF**—Demand was fairly good and the market was steady at New York. Mess was quoted at \$25.00; packet, \$25.00@26.00; family, \$26.00@27.00; extra India mess, \$44.00@46.00; No. 1 canned corned beef, \$3.10; No. 2 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 40 for later markets.

### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended March 4, 1929, were 4,205 metric tons, according to cable advices to the U. S. Department of Commerce, all to England.

### Meat and Lard Stocks

The total of meats and lard in storage on March 1 at the seven principal markets of the country is heavier than that of a year ago. Lard, especially, shows a material increase over last year.

These increases have taken place even though hog runs have declined materially during the past month, the receipts at the 11 principal markets being nearly 1,000,000 less than in February, 1928.

If the drop in hog receipts means that the heavy winter hog marketing is over, storage stocks this year will be in better position than those of a year ago, when heavy runs continued through March and into April.

The lard stocks of a year ago were heavy, but on the first of the current month they were 41,000,000 lbs. above those of the same period a year ago. This lard has been made at a cost equal to or above that of live hogs, and it constitutes one-fourth of the hog products in storage.

This one-fourth of the product alone will do a great deal to depress any profits realized on the other 75 per cent in storage. A careful check on the price level at which lard moves, and the maintenance of a proper balance on meat cuts, will help materially in balancing the year's returns on the profit or loss side of the packer's ledger. It is an item to the movement of which he can well give close attention.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on Feb. 28, 1929, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Feb. 28, '29 lbs.	Jan. 31, '29, lbs.	Feb. 29, '28 lbs.
Tot. S. P. meats	220,930,000	200,839,030	214,224,574
Tot. D. S. meats	84,790,387	80,147,215	68,329,606
Tot. all meats	334,195,216	309,784,968	306,963,300
P. S. lard	100,268,481	75,227,943	59,231,442
Other lard	18,769,177	16,915,483	15,459,854
Total lard	119,037,658	92,141,426	74,691,296
S. P. reg. hams	74,695,117	71,304,249	79,189,415
S. P. sknd. hams	52,328,389	44,534,381	55,151,542
S. P. bellies	63,694,761	59,338,929	51,980,865
S. P. picnic	29,199,135	24,032,597	27,539,726
D. S. bellies	65,036,136	62,139,144	47,234,922
D. S. fat backs	15,197,449	15,514,799	15,146,324

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.



## TESTS ON OIL COLOR GRADING.

As a result of tests made by the U. S. Bureau of Standards on yellow glasses used as working standards in color grading of vegetable oils, the bureau has concluded that errors in the glasses are negligible compared to errors occurring in the method of their use. One outstanding conclusion reached in these investigations, which were undertaken at the instigation of the American Oil Chemists' Society, the Interstate Cottonseed Crushers' Association and other oil interests, is that discrepancies in color grading are not due to errors in the yellow glasses.

The origin of most discrepancies, the bureau states, is in (1) unstandardized and insensitive methods of comparing colors of oil and glasses, (2) abnormal color sense and low power of hue discrimination in some users of the glasses, and (3) errors in the red glasses.

These glasses are important in color grading of such vegetable oils as cottonseed oil, olive oil, peanut oil and soya bean oil, the market value of which depend on color. To establish an American trade standard for the glasses, which are imported from England, the American Oil Chemists' Society detailed a research associate to the Bureau of Standards in September, 1927, to assist in the standardization work.

The present report of the bureau deals with 65 such yellow glasses, a previous report having covered red glasses.

## COTTON OIL FELLOWSHIPS.

For the purpose of encouraging scientific study in cotton oil milling, the executive committee of the Interstate Cottonseed Crushers Association, at a recent meeting in Memphis, Tenn., granted two graduate fellowships to the Texas Agricultural and Mechanical College. J. Campbell Jones, the Abilene Cotton Oil Co., Abilene, Tex., also granted one fellowship, and S. W. Wilbor of the Southland Cotton Oil Co., Paris, Tex., presented another.

These four fellowships, with the two previously given by the Texas Cottonseed Crushers Association, bring the total grants made up to six. Results of the work which they are making possible will be printed in bulletin form and made available to the public.

In connection with the course of cotton oil milling given at the Texas A. & M. College, a lectureship on cottonseed oil products has been established, to include addresses by representative men of the industry. Granting of the fellowships will make it possible to widen the present scope of research activities, and assist the college in working out the problems of the cotton oil industry scientifically and accurately.

## DUTCH CONTROL MARGARINE.

The recent amalgamation of the margarine industry in the Netherlands has been extended and now is said to control approximately 75 per cent of the entire European margarine production, according to cable advices to the U. S. Department of Commerce.

## Meat Production and Consumption Statistics

Meat and livestock production and consumption for December, 1928, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

	CATTLE, CALVES, BEEF, AND VEAL.				Total or average, January-December.			
	3-year average. <sup>1</sup>	Dec., 1927.	Dec., 1928.	3-yr. avg. <sup>2</sup>	1927.	1928.		
Inspected slaughter:								
Cattle .....	858,280	761,143	666,879	8,381,066	9,320,104	8,497,306		
Calves .....	410,668	376,486	340,689	5,127,019	4,875,907	4,679,922		
Carcasses condemned:								
Cattle .....	8,519	6,840	5,330	80,837	75,251	64,723		
Calves .....	1,013	919	681	10,927	9,676	6,685		
Average live weight:								
Cattle .....	954.02	935.54	952.48	954.70	945.99	947.93		
Calves .....	178.24	176.85	172.03	176.12	175.94	175.94		
Average dressed weight:								
Cattle .....	498.81	486.20	503.40	510.41	506.74	507.47		
Calves .....	101.61	98.30	97.02	102.18	101.41	98.85		
Total dr. wt. (not incl. condemned), lbs.: .....	424,344,019	366,742,119	333,023,767	4,983,140,146	4,784,563,209	4,285,056,201		
Storage:	41,677,338	36,918,236	32,985,546	521,311,554	492,562,528	461,951,537		
Beginning of month—								
Fresh beef .....	51,869,000	45,567,000	60,189,000	45,691,000	39,216,000	34,510,000		
Cured beef .....	23,083,000	19,778,000	19,444,000	24,003,000	21,843,000	17,451,000		
End of month—								
Fresh beef .....	62,390,000	54,968,000	77,051,000	44,048,000	37,767,000	36,360,000		
Cured beef .....	25,215,000	21,979,000	21,862,000	23,811,000	21,298,000	17,441,000		
Exports:								
Fresh beef and veal .....	235,565	201,644	322,917	2,623,592	1,969,185	2,371,295		
Cured beef .....	1,085,659	695,980	490,850	18,483,494	14,867,932	9,254,979		
Canned beef .....	268,551	236,589	108,627	2,523,563	2,752,348	1,896,225		
Oil and stearine .....	6,998,474	4,773,924	3,626,426	96,004,978	84,681,812	66,061,925		
Tallow .....	861,395	515,151	152,262	11,584,385	6,610,386	3,210,840		
Imports:								
Fresh beef and veal .....	2,304,007	3,884,376	4,563,141	26,183,387	42,573,939	58,320,441		
Beef, veal, pkid., cured .....	(*)	77,581	(*)	(*)	(*)	(*)		
Beef, canned .....	1,659,504	1,831,748	5,393,062	23,085,933	35,690,961	8,498,038		
Receipts, cattle & calves .....	1,864,186	1,690,638	1,509,561	23,567,154	22,763,228	21,476,475		
Cattle on farms Jan. 1 .....		56,872,000	55,681,000					
Price per 100 lbs.: .....								
Cattle, av. cost for sltr. .....	7.70	9.17	9.78	7.08	8.62	10.59		
Calves, av. cost for sltr. .....	9.55	10.42	11.96	9.09	10.58	12.31		
At Chicago—								
Cattle, good steers .....	12.34	15.28	14.38	11.35	12.54	14.71		
Veal calves .....	11.68	12.38	13.02	11.53	12.50	13.58		
At eastern markets—								
Beef carcasses, gd. gr. .....	17.65	20.53	21.23	16.97	18.63	21.88		
Veal carcasses, gd. gr. .....	19.12	18.97	20.59	19.40	20.33	22.16		
HOGS, PORK, AND PORK PRODUCTS.								
Inspected slaughter, hogs .....	4,598,410	4,968,008	5,782,036	42,437,512	43,633,400	49,795,406		
Carcasses condemned .....	14,497	15,412	14,490	159,795	151,122	149,521		
Average live weight .....	219.92	217.65	222.88	231.30	233.33	229.26		
Average dressed weight .....	166.04	163.56	168.03	175.97	177.63	172.85		
Total dr. wt. (not incl. condemned), lbs.: .....	763,526,311	793,788,738	969,120,754	7,442,091,756	7,730,761,143	8,570,288,117		
Lard per 100 lbs. live wt. .....	14.87	14.60	15.29	15.43	15.36	15.40		
Storage:								
Beginning of month—								
Fresh pork .....	49,353,000	65,696,000	66,696,000	133,099,000	160,132,000	199,702,000		
Cured pork .....	348,539,000	354,156,000	395,066,000	500,997,000	500,508,000	531,074,000		
Lard .....	42,203,000	46,154,000	67,257,000	102,116,000	102,521,000	138,212,000		
End of month—								
Fresh pork .....	87,088,000	105,454,000	151,811,000	132,437,000	160,799,000	203,540,000		
Cured pork .....	402,379,000	417,771,000	518,228,000	489,975,000	509,063,000	539,446,000		
Lard .....	49,108,000	54,855,000	85,217,000	101,941,000	102,926,000	140,742,000		
Exports:								
Fresh pork .....	1,243,454	1,020,320	867,241	14,540,126	8,235,058	11,412,001		
Cured pork .....	29,914,064	21,778,383	20,861,457	380,846,963	266,990,687	281,080,419		
Canned pork .....	445,338	422,854	413,836	6,140,182	7,274,201	8,153,157		
Sausage .....	634,736	456,511	395,263	9,325,069	8,195,003	5,426,081		
Lard .....	66,538,587	64,624,718	87,528,523	708,823,295	701,699,440	783,472,025		
Imports:								
Fresh pork .....	643,229	610,523	141,528	10,305,369	14,524,253	7,811,258		
Pork, pkid., salted, etc. .....	(*)	(*)	184,509	(*)	(*)	2,615,580		
Prepared or preserved .....	(*)	(*)	288,279	(*)	(*)	2,539,502		
Receipts of hogs .....	4,166,210	4,208,728	4,773,419	41,703,656	41,410,618	46,526,921		
Hogs on farms Jan. 1 .....		54,408,000	60,420,000					
Price per 100 lbs.: .....								
Av. cost for slaughter .....	10.33	8.37	8.54	11.44	10.06	9.20		
At Chicago—								
Live hogs, med. wt. .....	10.40	8.47	8.06	11.87	10.45	9.09		
At eastern markets—								
Fresh pork loins, 10/15 .....	20.37	16.94	16.30	23.91	22.46	20.62		
Shoulders, skinned .....	16.82	13.70	14.08	18.16	16.56	15.92		
Picnics, 6 to 8 lbs. .....	15.39	13.08	13.33	16.90	15.35	14.77		
Butts, Boston .....	20.31	16.66	15.98	21.81	19.08	18.08		
Bacon, breakfast No. 2 .....	26.89	23.13	21.52	28.07	24.83	22.62		
Hams, smoked, No. 2 .....	24.98	20.62	22.96	26.70	23.59	22.14		
Lard, hardwood tubs .....	14.52	13.27	13.31	15.81	13.72	13.48		
SHEEP, LAMB, AND MUTTON.								
Inspected slaughter .....	1,082,304	1,093,964	1,052,721	12,014,970	12,883,039	13,488,171		
Carcasses condemned .....	1,412	1,239	1,574	15,307	16,303	18,157		
Average live weight .....	84.86	86.25	83.47	81.53	81.06	81.93		
Average dressed weight .....	39.97	40.87	39.08	38.91	38.99	38.81		
Total dr. wt. (not incl. condemned), lbs.: .....	43,160,375	44,659,071	41,078,825	489,983,298	501,745,612	522,549,279		
Storage, fresh:								
Beginning of month .....	2,835,000	3,790,000	5,472,000	2,286,000	2,638,000	3,046,000		
End of month .....	3,595,000	4,408,000	5,623,000	2,326,000	2,625,000	3,147,000		
Exports, fresh .....	33,219	26,400	30,903	1,246,939	970,294	1,042,291		
Imports, fresh .....	404,970	231,279	153,306	2,926,867	2,045,677	3,268,017		
Receipts of sheep .....	1,641,053	1,669,168	1,609,534	23,362,578	23,959,269	23,597,263		
Sheep on farms Jan. 1 .....		41,840,000	44,554,000					
Price per 100 lbs.: .....								
Av. cost for slaughter .....	12.97	12.39	12.87	13.35	12.97	13.53		
At Chicago—Lamb 84 .....								
lbs. down, gd.-ch. .....	13.75	13.38	14.17	14.27	13.91	14.94		
Sheep, med. to ch. .....	7.28	6.41	7.03	7.51	7.04	7.39		
At eastern markets—								
Lamb carcasses, gd. gr. .....	25.22	23.84	23.13	26.27	26.20	26.45		
Mutton, good grade .....	14.22	13.26	12.78	13.52	15.28	15.09		

<sup>1</sup>1925, 1926, and 1927. <sup>2</sup>Weighted average for year. <sup>3</sup>Including reexports. <sup>4</sup>Not reported separately prior to Jan. 1, 1928. <sup>5</sup>Public stockyards.

See the "Wanted" page for bargains.



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—An easier situation developed in the market for tallow in the east the past week. Extra f.o.b. sold off to 9½c under scattered light selling, with the decline meeting a moderate demand. Consumers continued to display an awaiting attitude. Offerings were not large, and most producers were well sold-up. Some outside stuff appeared to have come on the market and made for the downturn. The undertone was barely steady, and the market quiet the latter part of the week, with both sides looking on and awaiting developments. Easiness in some competitive directions was in evidence. However, there did not appear to be any pressure on any of the markets for soapers' supplies, but consumers apparently are well bought ahead and are in a position to stand by.

Whether or not tariff developments next month will change the situation remains to be seen. At New York, special was quoted at 9c; extra, 9½c; edible, 9¾@10c. At Chicago, the market for tallow ruled rather dull. Offerings were fairly liberal, and there was an awaiting attitude generally in evidence. At Chicago, edible was quoted at 9½@9¾c; fancy, 9¾@9¾c; prime packer, 9¾c; No. 1, 9c; No. 2, 8¾c.

There was no tallow auction at London this week. At Liverpool, Australian tallow was unchanged, with fine quoted at 43s 6d and good mixed, 41s 6d.

**STEARINE**—The market in the east was easier. Sales of oleo were made early in the week at 10¼c. Later the market was quiet and about steady, with oleo quoted at 10¼c. At Chicago, the market was quiet and barely steady with oleo quoted at 10¼c.

**OLEO OIL**—The market at New York remained quiet but steady, with extra quoted at 11¼@11½c; medium, 11c; lower grades, 10¾c. At Chicago, extra was rather dull but steady and was quoted at 11¼c.

See page 40 for later markets.

**LARD OIL**—A routine demand was noted the past week, but the undertone was steady with a stronger raw material market. At New York, edible was quoted at 15¾c; extra winter, 13¾c; extra, 13½c; extra No. 1, 13¼c; No. 1, 13¾c; No. 2, 12¾c.

**NEATSFOOT OIL**—Consuming interest was of a hand to mouth character, but the tone remained very steady. Pure, New York, was quoted at 15c; extra, 13¾c; No. 1, at 13¼c; cold test, 18% @19c.

**GREASES**—A barely steady tone featured the market for greases the past week. The volume of business was limited, and buyers and sellers were apart. Consumers were holding off owing to an easier tone in tallow and other competing quarters, while producers were not pressing sales, as they are still in a fairly well, sold-up position. As a result, there was a more or

less general tendency to await developments. Sentiment was a little more mixed, and it was apparent that a great deal depended upon the future developments in tallow.

The tariff situation continued one of the chief topics of discussion, but it was felt that it would not have much effect until some time next month. At New York, choice yellow and house were quoted at 8½c; superior house, 8¾c asked; A white, 8¾@9c; B white, 8¾@8¾c; choice white, 9¾c.

At Chicago, trade in greases was rather dull, with offerings plentiful. Demand was quiet. Moderate inquiries for choice white were reported. At Chicago, brown was quoted at 8¾c; yellow, 8¾@8¾c; A white, 8¾@9c; B white, 8¾c; choice white, all hog, 9¾c.

## By-Products Markets

Chicago, March 7, 1929.

### Blood.

Blood market shows good demand and some scarcity of product, sales made recently at \$5.00, f.o.b. Chicago. Last week's reported trading at \$4.25 applied to South American only.

Unit.  
Ammonia.

Ground and unground ..... \$4.75@5.00

### Digester Hog Tankage Materials.

Very little trading apparent in raw feeding tankage materials. Finished product, however, in good demand at \$70 per ton, carlots, Chicago.

Unit Ammonia.

Ground, 11½@12% ammonia..... \$4.50@4.75 & 10  
Unground, 11½ to 12% ammonia... 4.50@4.75 & 10  
Ground, 6 to 8% ammonia..... 4.50@4.75 & 10  
Unground, 6 to 8% ammonia..... 4.25@4.50 & 10

### Fertilizer Materials.

Fertilizer materials are moving at a good rate. Demand is satisfactory and sales reported steady at \$3.75 & 10c, f.o.b. Chicago.

Unit Ammonia.

High grd. ground, 10@11% am. \$ @ 3.75 & 10  
Lower grd., and ungr., 6-9% am. 4.00@ 4.10 & 10  
Hoof meal ..... 3.75@ 4.00  
Bone tankage, low grd., per ton. 24.00@25.00  
Liquid stick ..... 3.75@ 4.00

### Bone Meals.

Situation on bone meals continues very quiet, with trading absent and prices nominal.

Per Ton.

Raw bone meal ..... \$50.00@55.00  
Steam, ground ..... 26.00@29.00  
Steam, unground ..... 26.00@28.00

### Cracklings.

Market for cracklings is inactive, with buyers at present apparently out of the market.

Per Ton.

Hard pressed and exp. unground, per unit, protein ..... \$ 1.00@ 1.05  
Soft prsd. pork, ac. grease & quality. 85.00@90.00  
Soft prsd. beef, ac. grease & quality. 50.00@55.00

### Gelatine and Glue Stocks.

Demand for gelatine and glue stocks is steady, the market featureless. Some cattle jaws, skulls and knuckles moved recently at \$41.00, some at \$42.00.

Per Ton.

Kip and calf stock ..... \$40.00@42.00  
Hide trimmings ..... 30.00@33.00  
Horn piths ..... 40.00@42.00  
Cattle jaws, skulls and knuckles... 41.00@42.00  
Sinews, plazes ..... 31.00@35.00  
Pig skin scraps and trim., per lb. .... @5c

### Horns, Bones and Hoofs.

No change from previous inaction in market for horns, bones and hoofs. Nominal prices throughout the list.

Per Ton.

Horns, according to grade..... \$30.00@100.00  
Mfg. shin bones ..... 50.00@120.00  
Cattle hoofs ..... 45.00@ 47.00  
Junk bones ..... 27.00@ 28.00

(Note—Forecasting prices are for mixed carloads of unassorted materials, indicated above.)

### Animal Hair.

A few cars of processed grey, winter hair moved in the past few days at 6¼c, Chicago, prompt shipment. Cattle switches uncertain, some quarters claiming strength, others weakness.

Coll and field dried ..... 3 @ 3½c  
Processed grey, summer, per lb. .... 4 @ 5c  
Processed grey, winter, per lb. .... 6½ @ 7c  
Cattle switches, each\* ..... 4½ @ 5½c

\*According to count.

### FATS AND OILS STATISTICS.

For some time there has been a need for basic data on production, consumption, trade and prices of fats and oils. Recently the U. S. Bureau of Agricultural Economics compiled this data and has published it in Statistical Bulletin No. 24-S, "Statistics of Fats, Oils and Oleaginous Raw Materials."

The full text of the statement announcing the bulletin follows:

"Industrial uses of the various fats and oils are extensive and the field is constantly widening.

"The animal and vegetable oils and fats have individual properties and are not equally suitable for all purposes, but a large number of fats and oils have properties sufficiently similar to lend themselves to substitution for the preferred oil which makes the problem of price particularly important.

"A very narrow margin in prices may determine the relative demand for certain interchangeable fats and oils.

"Our lard in Europe, it is shown, is meeting competition with various vegetable oils beside cottonseed oil, which indicates the importance of the world trade in fats and oils to our hog industry.

"The domestic butter industry meets competition from oleomargarine, which

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**  
**Both Soft and Hard Pressed**

draws heavily on the competing vegetable oils.

"Our supply of lard is basically dependent upon the corn crop, whereas the supply of cottonseed oil is dependent upon the cotton crop. Thus, two of our important crops are the source of competing commodities in the fats and oils industry.

"The relative position of oil prices has changed materially since the war. For instance, soy bean oil, used in both paint and soap, was one of the cheapest of the semi-drying group, but in May, 1921, it became dutiable, and since that time its price has been proportionally higher.

"The positions of coconut oil and oleo oil have changed since 1921, when they were near the same level.

"A description of the animal and vegetable fats and oils is given in the tables of the bulletin for more than 20 oleaginous raw materials and about 40 different kinds of vegetable and animal fats and grease.

"In general, the statistics for the years 1914-1918 have been omitted and those for 1913 and 1919-1926 have been given.

"The price section shows monthly data from 1917 through 1926 for 24 fats and oils. A few charts are given to show the outstanding price relationships of lard and lard compound, the ingredients of lard compound, and margarine and butter, and the various components of margarine.

"Charts are also presented to show the relation of oils used in paints and varnishes and some of the principal crude oils used in the manufacture of soap.

"International trade tables show the importance of the different countries in the trade of the oleaginous raw materials and in the vegetable oils. The trade of the United States is given for several of the oils and oil products by months.

"Annual production is given by principal countries for 10 kinds of oil seeds, and olive oil. Supply and distribution of the chief animal and vegetable fats for the United States are given annually for recent years."

#### COTTON OIL MEN HEAD FIRM.

The new corporation formed recently with acquisition of the Memphis, Tenn., branch of the Lewis Brown Co., mill supply manufacturers of Helena, Ark., by Industrial Supplies, Inc., includes in its directorate a number of men long associated with the production and sale of vegetable oils and products. Thomas H. Baker, vice-president of the Trenton Cotton Oil Co., Trenton, Tenn., has been chosen president of the new organization, and L. Palmer Brown,

president and general manager of the International Vegetable Oil Co., Memphis, Tenn., has been elected vice-president. R. B. Van Dyke, Jr., elected secretary-treasurer, for some 20 years has been connected with the American Cotton Oil Co.

#### GLUE PRODUCTION AND STOCKS.

The production of glues of animal origin during the fourth quarter of 1928, as reported to the Department of Commerce, aggregated 26,094,900 lbs., of which 14,251,000 lbs. was hide glue, 2,720,400 lbs. extracted bone glue, and 9,123,500 lbs. other bone glue. The total production in 1928 was 103,620,900 lbs., compared with 104,168,700 lbs. in 1927, a decrease of only 0.05 per cent.

Stocks on hand at the end of the last quarter of 1928 amounted to 18,020,000 lbs. of hide glue, and 11,739,400 lbs. of bone glue, a total of 29,759,400 lbs. This represents a decrease of 9.4 per cent and 11.5 per cent, respectively, from total stocks of 32,843,300 lbs. at the end of the preceding quarter and 33,615,900 lbs. at the end of the last quarter, 1927.

The statistics are based on the reports of 32 companies operating 47 plants, of which 7 are located in Illinois, 7 in Massachusetts, 6 in Pennsylvania, 5 in New York, 4 in Kansas, 3 in California, and the remaining 15 in 10 other states.

Total production for the years 1928, 1927, 1926 and 1925, and stocks on hand at the end of each year:

	Total	Hide glue,	Bone glue, Extracted.	Other.
No. of establishments, 1928 (4th quarter) 47	32	9	23	
Production, lbs.:				
1928 ... 103,620,900	58,287,200	11,149,200	34,184,500	
1927 ... 104,168,700	61,580,900	10,101,400	32,456,400	
1926 ... 100,173,400	58,506,800	9,067,300	31,579,500	
Stocks on hand at end of year, lbs.:				
1928 ... 29,759,400	18,020,000	3,250,300	8,489,100	
1927 ... 33,615,900	21,703,400	3,126,700	8,785,800	
1926 ... 35,225,900	23,264,100	4,175,600	7,785,900	

#### IMPORTS OF COCOANUT OIL.

Imports of coconut oil into the United States in November, 1928, totaled 29,673,176 lbs., valued at \$2,239,758, according to the U. S. Bureau of Foreign and Domestic Commerce. This compares with 31,534,361 lbs. valued at \$2,244,134 imported the previous month. The Philippines furnished all but 1,360 lbs. in November.

#### MILLING EFFICIENCY STEADY.

(Special Report from the Ft. Worth Laboratories.)

Ft. Worth, Tex., March 5, 1929.—In the cottonseed oil industry in the Southwest, there is a saying that no two seasons are the same with respect to quality and working properties of cottonseed crushed. This season is the exception that proves the rule. Milling conditions of the seed this season resemble those of last season so closely as to be practically identical. As a result, the quality of the oil produced is practically the same as last season.

The increased milling efficiency this season over last probably is due to the experience accumulated from last season. If next season's quality of seed should duplicate this season's, we should look for even greater efficiency.

#### SEED ANALYSIS.

	Moisture.	Ammonia in Seed.	P. C. Oil.	Yield 100 lbs. — Waste.	Color.	Acid.
Av. all samples.....	9.45	4.20	37.4	887		
Best sample av.....	9.01	4.24	40.6	906		
Lowest sample av.....	9.55	4.14	33.4	888		
Av. same mo. last year.....	7.89	4.15	37.0	885		
Annual av. last year.....	8.00	4.28	38.9	915		

#### CRUDE OIL.

	Refining Loss.	Color Red.	Acid Free.
Average all samples.....	8.2	6.0	1.3
Best sample average.....	5.4	4.8	0.7
Lowest sample average.....	12.0	7.5	3.7
Av. same month last year.....	8.0	6.0	1.1
Annual average last year.....	7.6	6.3	1.3

#### CAKE AND MEAL.

	Mols. Pro- ture.	Ammonia.	Stand. Oil.
Av. all mills.....	7.74	8.29	42.60
Best av. result.....	7.36	8.27	42.48
Worst av. result.....	8.71	8.83	45.41
Av. this mo. last yr.....	8.00	8.27	42.53
Annual av. last year.....	7.52	8.26	42.41

#### HULLS.

	Whole Seeds and Meats.	Oil in Halls.	Total Oil.	8 Yrs. Per C. Seed in Halls.	Stand. of Standard.	Standard.
Av. all mills.....	0.02	0.57	0.60	0.03	1.00	
Best av. result.....	0.00	0.34	0.39	0.00	1.04	
Worst av. result.....	0.00	0.90	1.08	0.20	2.58	
Av. this month last yr.....	0.30	0.84	0.97	0.19	2.58	
Annual av. last yr.....	0.18	0.76	0.94	0.14	2.31	

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

#### DECEMBER BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in December, 1928, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average wt. per animal	Per cent of live weight	Production	Dec. 1927.	Dec. 1928.	Per cent Dec. 1928, as of av.
	Dec. 1, 1927, to Nov. 30, 1928.	Dec. 1, 1927, to Nov. 30, 1928.	Dec. 1, 1927, to Nov. 30, 1928.	Dec. 1, 1927, to Nov. 30, 1928.	Dec. 1, 1927, to Nov. 30, 1928.	Dec. 1, 1927, to Nov. 30, 1928.
Edible beef fat <sup>1</sup>	36.82	35.09	312,322	28,080	23,926	85.57
Edible beef offal	29.78	30.16	253,005	23,188	21,890	94.86
Cattle hides	63.03	62.85	558,861	56,184	49,200	87.88
Edible calf fat <sup>1</sup>	1.58	1.60	6,564	509	454	69.18
Edible calf offal	6.73	6.85	31,622	2,329	2,460	108.55
Lard <sup>2</sup>	35.12	34.07	1,708,406	171,904	155,157	90.24
Edible hog offal	12.83	12.35	330,029	28,631	30,430	106.32
Pork trimmings	6.78	6.61	628,185	50,557	56,812	112.54
Inedible hog grease <sup>2</sup>	2.73	2.55	133,630	14,085	12,756	90.60
Edible sheep fat <sup>1</sup>	2.07	2.24	27,777	2,357	2,448	105.96
Edible sheep offal	2.05	2.03	27,620	1,988	2,306	116.44

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

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### VEGETABLE OILS

Manufacturers of  
SHORTENING  
MARGARINE

# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Steady—Trade Moderate—Undertone Strong—Cash Demand Slow—Crude Quiet and Steady—Lard Better—Weather South Unfavorable.**

The future market for cottonseed oil on the New York Produce Exchange the past week was featured by a moderate trade, limited fluctuations, but a very steady tone. Operations were without particular feature, but the undertone to the market was strong, most of the time.

Trade was more or less of a professional character, with outside interest rather limited, and a disposition in evidence to await developments. As a result, the small upturns ran into scattered realizing, while on the setbacks, there was commission house and professional support, and prices recovered rather easily.

The bulk of the news was of a favorable character. The latter probably accounted for the lack of any particular selling pressure. Brokers with Western and Southern wire connections were on both sides, while ring operations were mixed. Sentiment in the main continued friendly to the market, particularly as there was little or no pressure from refining quarters.

In cash circles, there was a tendency to stress the lack of pressure of crude oil, and the firmness which prevailed in the cash oil market. In addition to the steadiness within the market itself, considerable attention was directed toward a better tone in lard and unfavorable new crop reports.

### Interest Shown in Crop Report.

Consuming demand was again disappointingly slow. The latter probably accounted for the limited volume of outside interest in the market, but the cash oil situation appears satisfactory in that the trade is anticipating a favorable February consumption, and reports indicate that distribution so far this month against old orders continues on a liberal scale.

The past week or so, however, some have been anticipating a general consuming demand (which has not developed), and are inclined to look on at the moment. Consumers, however, are

believed to be carrying moderate stocks, so that replenishment is necessary every few weeks.

The lard market developed a stronger trend. Advances in that quarter were not very great, but the situation was such as to encourage those favorable to the constructive side. The hog run was again comparatively light throughout the week, and the Chicago hog price

daily went to a new season's high, reaching a level of 12c.

This had the influence of offsetting the large increase in Chicago lard stocks. It brought about the impression that lard stocks have about reached their peak, and the smaller hog run at last was looked upon as reflecting to some extent the smaller number of hogs in the country.

All told, the disposition was to feel that edible fats are in a rather strong position for the next several weeks. The fact that corn continued to hold around the dollar mark was also considered favorable toward values, even though the private estimates of farm reserves of corn on March 1 were slightly above expectations.

The crude markets ruled rather dull but steady, with no particular volume coming out. In the Southeast, prices were quoted at 9½¢@9¼¢ in the Valley, 9¼¢ asked; and in Texas, 8½¢@9c nominal. Again this week it was evident that the remaining supplies of crude oil are strongly held, and this was a feature of strength to the general position of the oil market.

So far this month no deliveries have been made on March contracts. This is not surprising, as New York store stocks here are light and the March delivery, compared with crude, remained relatively cheap. Another reason for the lack of tenders on the spot month is the fact that the volume of hedges carried at this time throughout the list is believed to be very moderate.

In other words, the impression prevails among the New York trade that those carrying the bulk of the visible stocks are heavily long of actual oil, which is looked upon as silently expressing confidence in the future value of this commodity.

### Poor Crop Weather in South.

Throughout the week there were numerous complaints from the South of delayed new crop preparations. The weather over the major portion of the South has been too wet for plowing, while some important areas are suffering from dryness.

Some of the reports were inclined to belittle the complaints, stating that a

## SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

New Orleans, La., March 7, 1929.—Higher hogs, firmer lard and better demand for cotton oil have caused steadier markets. Sales of crude made at 9c, Texas; 9¼¢, Valley. Only a few mills are willing to sell, others asking ¼¢@½¢ higher, and many expecting 10c. Prime bleachable, loose, New Orleans, is bid 9.95c, 10.07c asked. With backward preparations for new crop, and strong underlying situation for all fats, cotton oil will likely score a good advance later, especially as hogs are 3.75c higher than on the same date last year. This should mean higher level of values for Spring and Fall lard.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 7, 1929.—Prime cottonseed, west Texas, \$34.00; Dallas territory, \$45.00; snaps and bollies, west Texas, \$30.00; prime crude oil, 8½¢@9c; 43 per cent cake and meal, f.o.b. Dallas, \$44.50; hulls, \$10.00; mill run linters, 4@5c. Market remains steady and firm; weather, fair and warm.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 7, 1929.—Crude oil is 9@9¼¢ in the Valley, with only occasional sales; 41 per cent meal, \$44.00, Memphis; loose cottonseed hulls, \$10.00, Memphis. Trading is very quiet in all commodities in Memphis territory.

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## Re-Sale Value

New Orleans Cotton Seed Oil quotations more correctly reflect the real value of spot oil and are constantly governed by the fluctuations in refined and crude oil values. The value of the contract to buyer and seller is calculable to a degree which leaves no latitude for manipulation.

The high quality of oil tenderable on contract, central delivery point, bulk delivery, an indemnity bond guaranteeing weight, grade and quality at time of delivery, transit privileges and other economic advantages and stabilizing influences—all give the New Orleans Cotton Oil Contract a definite re-sale value.

**New Orleans Cotton Exchange**  
Trade Extension Committee

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VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
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few weeks of dry weather would find crop preparations practically caught up. The weekly weather report, however, said frequent rains and continued wet soil further retarded field work in the Southern states, and little or no plowing or other preparations for spring planting could be accomplished except in the extreme western portion of the cotton belt, where some progress was reported. The week just closed was especially unfavorable for field operations in the eastern sections, where heavy rains have caused flood stages in rivers quite generally, with considerable erosion and waterlogged soil in many places in Georgia.

**COTTONSEED OIL**—Market transactions:

Friday, March 1, 1929.

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1080	a ....
Mar.	200	1093 1090	1083	a 1090
April	.....	.....	1070	a 1092
May	200	1090 1088	1086	a 1088
June	.....	.....	1088	a 1105
July	3600	1112 1108	1108	a ....
Aug.	.....	.....	1112	a 1120
Sept.	200	1128 1125	1120	a 1125
Oct.	200	1105 1101	1100	a 1101

Total sales, including switches, 4,400 bbls. P. crude S. E. 9½c bid.

Saturday, March 2, 1929.

Spot	.....	.....	1075	a ....
Mar.	100	1085 1085	1080	a 1090
April	.....	.....	1070	a 1090
May	600	1088 1083	1083	a ....
June	.....	.....	1085	a 1100
July	3900	1109 1103	1103	a ....
Aug.	.....	.....	1110	a 1115
Sept.	700	1126 1118	1118	a ....
Oct.	.....	.....	1098	a 1105

Total sales, including switches, 5,300 bbls. P. crude S. E. 9½c bid.

Monday, March 4, 1929.

Spot	.....	.....	1070	a ....
Mar.	.....	.....	1081	a 1085
April	.....	.....	1075	a 1088
May	600	1085 1084	1084	a ....
June	.....	.....	1090	a 1100
July	2700	1107 1104	1104	a ....
Aug.	.....	.....	1110	a 1115
Sept.	1000	1125 1121	1121	a 1123
Oct.	.....	.....	1099	a 1100

Total sales, including switches, 4,300 bbls. P. crude S. E. 9½c nominal.

Tuesday, March 5, 1929.

Spot	.....	.....	1080	a ....
Mar.	700	1090 1089	1087	a 1090
April	.....	.....	1075	a 1090
May	1200	1088 1085	1084	a 1085
June	.....	.....	1088	a 1098
July	3700	1110 1106	1106	a ....
Aug.	.....	.....	1115	a 1118
Sept.	1300	1128 1123	1123	a ....
Oct.	.....	.....	1095	a 1110

Total sales, including switches, 6,900 bbls. P. crude S. E. 9½c bid.

Wednesday, March 6, 1929.

Spot	.....	.....	1080	a ....
Mar.	.....	.....	1087	a 1092
April	.....	.....	1075	a 1100
May	400	1087 1085	1085	a ....
June	.....	.....	1085	a 1105
July	1600	1108 1106	1106	a 1108
Aug.	.....	.....	1114	a 1117
Sept.	1100	1126 1123	1123	a ....
Oct.	200	1095 1095	1095	a ....

Total sales, including switches, 3,300 bbls. P. crude S. E. 9½c nominal.

Thursday, March 7, 1929.

Spot	.....	.....	1090	a ....
Mar.	.....	.....	1094 1094	1093 a 1100
Apr.	.....	.....	1085 1085	1085 a 1110
May	.....	.....	1096 1087	1096 a ....
June	.....	.....	.....	1095 a 1105
July	.....	.....	1115 1109	1115 a ....
Aug.	.....	.....	.....	1120 a 1127
Sept.	.....	.....	1131 1126	1129 a 1130
Oct.	.....	.....	1105 1105	1104 a 1115

Sales, 12,200 bbls.

See page 40 for later markets.

**COCOANUT OIL**—The market was somewhat easier, influenced by weakness in competitive quarters, with a better demand noted on the decline, particularly on the Coast. At New York, tanks were quoted at 8½c, while at the Pacific coast, tanks sold at 7½c, with sellers later asking 7½c.

**CORN OIL**—The market ruled rather quiet but was about steady, with prices f.o.b. mills quoted at 9½@9¾c.

**SOYA BEAN OIL**—Trade was rather slow and the market steadily held, with New York, tanks, quoted at 10½c; barrels, 12½c; Pacific coast, tanks, 9½c.

**PALM OIL**—A fair demand was reported in this market but the tone was fairly steady, due to easiness in tallow and greases. Sellers of palm oil, however, did not press business on the set-backs. Some of the buying of late, it was felt, has been in anticipation of an import duty being placed on this oil. At New York, spot Nigre was quoted at 8½c; shipment Nigre, 7.80c; spot Lagos, 8½c; shipment Lagos, 8½c.

**PALM KERNEL OIL**—A fair demand has been in evidence and the tone ruled about steady, with New York, tanks, quoted at 8.15c, while futures were quoted at 8c.

**RUBBERSEED OIL**—Nominally quoted at 8@8½c, shipment.

**OLIVE OIL FOOTS**—Extreme quietness prevailed, with the trade awaiting developments. At New York, spot foots were quoted at 11c; nearby, 10½c; March forward, 10½c.

**PEANUT OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**COTTONSEED OIL**—Demand was moderate but the market displayed a firm undertone, with spot supplies small and store oil nominally quoted ¼c over March. Southeast crude, 9½@9¾c; Valley, 9½c asked; Texas, unquoted.

## NEW ORLEANS OIL TRADING.

(Special Letter to The National Provisioner.)

New Orleans, La., March 4, 1929.—The volume of trading during the past week was only slightly less than in the several previous weeks. Early in the week the certificated stock climbed to 3,450,000 lbs. but due to 44 contracts delivered March 1, 30 on March 2, and 43 on March 4—all being shipped—a material reduction in stocks must be anticipated.

It is understood that a total of 114 notices have been issued so far. Therefore, 7 notices to be delivered March 6 will complete present deliveries. It is understood that it will require deliveries of about 25 more contracts to complete the demand for contracts on which the oil is to be shipped out.

These contracts were bought during

January and early February when March contracts were selling only about 60 to 65 points above Valley crude bids, and are turning out to be very cheap oil. The certification certificate calls for delivery of excellent quality to bleach between 1.8 and 2.0.

March contracts were switched between 10 and 15 points under May and now trade about 8 to 10 points under May. March traded about 30 to 32 points under July and now rule from 25 to 27 points.

One broker interest has been a good buyer of March and May contracts, presumably for account of a large compound lard manufacturer of the Middle West.

February consumption of cottonseed oil is not expected to be very bullish, due to dullness of trade and weakness in hog lard, but those bullishly inclined hope, rather than anticipate, that consumption will reach 320,000 barrels, due to large sales made in January, not delivered until February.

A total of 869 contracts (all positions) were traded in the New Orleans market during February.

#### MEMPHIS SEED AND MEAL.

(Special Letter to The National Provisioner.)

Memphis, Tenn., March 2, 1929.—While oil and meal, which represent roughly 80 per cent of the value of cottonseed, held steady to firm during the review period, seed were relatively easier. This was due to a continuance of purchases of "as is" seed in the country on a lower basis than the futures, and continued reports that the oil yield in late-gathered seed was appreciably under the estimated average of 330 lbs. used by the clearing house committee.

These average yields, however, are revised each month, and averages figured on the spot value of products no doubt will represent the intrinsic gross value of cottonseed.

Old crop months closed the week 25 @50c down, and October was 15c lower. Considerable hedging has been accomplished in the October option, particularly by planters who in previous years have found that, at above \$40.00, they can ordinarily afford to sell at least a portion of their prospective production.

The buying is largely by local operators, who feel that the revised tariff on competing oils may result in a materially higher average value of cottonseed. The September option was placed on the board March 1 and closed, March 2, at \$43.00 bid, \$44.00 asked.

The tendency of meal was lower in this week's trading, reflecting a continuance of a flat spot demand and hedging sales by locals and mixed feed manufacturers. Those bullishly inclined point to last year's perpendicular advance during the Spring. While extremely high prices are not anticipated, cottonseed meal is comparatively cheap per unit of protein, and mixed feed manufacturers report a better business.

Many feel, however, that cottonseed meal reached present prices too early in the season and probably restricted the demand to such an extent that prices will have to decline to prevent the possibility of a burdensome carryover into the Summer months, when demand is limited.

There is some disposition to buy Oc-

tober at a discount of \$6.00 under July, and pit traders today were attempting to sell September and buy October at \$2.00 difference.

Cottonseed and meal future prices on the Memphis Merchants Exchange for the week ended March 2:

#### PRIME COTTONSEED.

	High.	Low.	Close.
Mar.	49.00	48.25	48.25
May	50.40	49.50	49.50
July	50.60	49.80	49.80
Oct.	42.40	41.00	42.15

#### PRIME 41% PROTEIN COTTONSEED MEAL.

	High.	Low.	Close.
Mar.	44.15	43.45	43.85
May	44.35	44.10	44.20
July	44.60	44.25	44.45
Oct.	38.50	37.50	38.50

#### SHORTENING AND OIL PRICES.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 7.—The Shortening and Oil Division of the Interstate Cottonseed Crushers' Association reports the following quotations:

#### Shortening—tierce basis.

Northern states, east of Rocky Mts.	.12% @ .12%
Southern states, east of Rocky Mts.	.12 @ .12%
Pacific Coast states	.13 @ .13%

#### Salad Oil.

Northern states, east of Rocky Mts.	.12% @ .12%
Southern states, east of Rocky Mts.	.11% @ .12%
Pacific Coast (port cities)	.11% @ .12%

#### Cooking Oil—White.

Northern states, east of Rocky Mts.	.12% @ .12%
Southern states, east of Rocky Mts.	.11% @ .12%
Pacific Coast (port cities)	.11% @ .12%

#### Cooking Oil—Yellow.

1/2c less than white.

#### MOISTURE IN MEATS.

Moisture in cottonseed meats has been discussed for several years from several angles—how, when and where to put artificial moisture in meats to get the best results. This problem will have to be solved at each individual mill and by the superintendent in charge. As seed varies in different localities as to moisture content, it is hard to tell just what is the best method for putting moisture into the meats.

Some advanced the idea that a good way is to wet the seed in the bins and let them take temperature and thus yield more oil per seed ton. This in a way is good, but a dangerous proposition. If the temperature should get too high and you should have a breakdown, you would be apt to suffer a heavy damage from overheated seed.

Another article suggested the making of a vat above the charging hopper, over the cookers, letting the meats from the rolls drop into the vat. Then pour water on them and mix with a hoe just as you would mortar and then charge the cookers with a shovel. This process may be alright but someone must have been thinking of bootleg mash instead of cottonseed meats. It does not seem possible to control moisture by this method. Others say to pour cold water into the cookers on the meats.

This process is no good as it makes water balls and uncooked meats will form in these balls and come through to the former in this condition, causing poor extraction, high press cloth account and an ugly spotted cake. It has always been maintained and claimed that the best and most desirable way is to put a steam spray in the top cooker and as close to the meats as it is possible to get it, and to have the spray going as hot as it is possible to get it and of a fog like appearance or fine mist.—Oil Mill Gazetteer.

#### RIVAL FOR COTTONSEED CAKE.

Means of preservation of refuse from sugar beets and brewery grains, so that these products may be utilized as a feed stuff, have been developed by the Royal Danish Veterinary College at Copenhagen, Denmark, according to a report to the U. S. Department of Commerce.

This should interest American exporters and producers of cottonseed cake, since this new feed stuff is intended as a substitute for imported cottonseed cake, for which Denmark has expended approximately \$31,000,000 annually. Use of the refuse of sugar beets and brewery grains in the past has been confined to local use in Denmark, owing to difficulty in its preservation. It is understood that in the new process the refuse is treated with certain chemicals, pressed into cakes and dried.

#### 1927 COTTONSEED BY-PRODUCTS.

Approximately 257,000 short tons of cottonseed meal, or slightly more than 12 per cent of the crushings from the 1927 cotton crop, were used as fertilizer, according to the U. S. Bureau of Agricultural Economics. This compares with about 444,000 tons, or nearly 16 per cent of the crushings from the 1926 crop used for the same purpose. Of the 257,000 tons of cottonseed meal used as fertilizer, about 170,000 tons were used directly by farmers and 87,000 tons by manufacturers in production of commercial fertilizers.

Production of cottonseed cake and meal from the 1927 crop of seed totaled about 2,093,000 tons. Of this amount approximately 309,000 tons were exported during the crop year, which, together with the amount used as fertilizer, left about 1,527,000 tons available for feed and other uses.

#### COTTONSEED FEEDS EXPORTED.

Exports of cottonseed feeds from the United States in January, 1929, with comparisons, as reported by the U. S. Department of Commerce, were as follows: Jan., 1929—cottonseed cake, 18,529 short tons, of which 14,696 tons to Denmark; cottonseed meal, 15,000 short tons, of which 6,645 tons to Germany, 5,716 tons to United Kingdom and 1,168 tons to Irish Free State. Jan., 1928—cottonseed cake, 44,094 short tons; cottonseed meal, 9,155 short tons.

For the seven-month period ended January, 1929, exports of cottonseed cake were 137,874 short tons and of cottonseed meal, 79,449 short tons, compared with 223,142 short tons of cake and 56,656 short tons of meal the same period of 1928.

#### OLEOMARGARINE EXPORTS.

Exports of oleomargarine, including both animal and vegetable oil products, from the United States in January, 1929, totaled 64,897 lbs., compared with 74,378 lbs. the same month of 1928, according to the U. S. Bureau of Agricultural Economics. Of this total Panama received the greatest amount, 40,800 lbs., and ports of the British West Indies 8,610 lbs.

Watch "Wanted" page for opportunities.



# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were more active on stronger outside buying and covering, light hog receipts, a better cash trade and strength in hogs. Profit-taking hedge pressure served to slow advances.

### Cottonseed Oil.

Cotton oil was more active on very firm commission house buying, strength in lard, firmness in crude, delayed cotton crop preparations and lack of pressure on actual oil. Southeast crude 9½c bid.

Quotations on cottonseed oil at New York, Friday noon, were: Mar., \$10.90@11.00; Apr., \$10.85@11.10; May, \$10.93@10.94; June, \$10.95@11.05; July, \$11.13@11.14; August \$11.20@11.25; Sept., \$11.27@11.29; Oct., \$11.04@11.17.

### Tallow.

Tallow, extra, 9½c.

### Stearine.

Stearine, oleo, 11c.

## FRIDAY'S GENERAL MARKETS.

New York, March 8, 1929.—Lard, prime western, \$12.65@12.75; middle western, \$12.50@12.60; city, 12½@12½c; refined continent, 13c; South American, 13½c; Brazil kegs, 14½c; compound, 12½c.

## DECEMBER MEAT CONSUMPTION.

Apparent consumption of federally inspected meats in Dec., 1928, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

### BEEF AND VEAL.

Consumption:	Lbs.
December, 1928 .....	356,000,000
November, 1928 .....	398,000,000
Per Capita Consumption:	
December, 1928 .....	2.9
November, 1928 .....	3.3

### PORK AND LARD.

Consumption:	Lbs.
December, 1928 .....	634,000,000
November, 1928 .....	641,000,000
Per Capita Consumption:	
December, 1928 .....	5.3
November, 1928 .....	5.3

### LAMB AND MUTTON.

Consumption:	Lbs.
December, 1928 .....	41,000,000
November, 1928 .....	45,000,000
Per Capita Consumption:	
December, 1928 .....	.34
November, 1928 .....	.37

Per capita consumption of all meats in December, 1928, was 8.5 lbs.; for December of previous year, 8.7 lbs. Compared with December, 1927, per capita consumption of beef and veal in December, 1928, was 4 lb. less; pork and lard, 3 lb. more; lamb and mutton, 3 lb. less; of all meats, 2 lb. less.

## LARD AND GREASE EXPORTS.

Exports of lard from New York, March 1, 1929, to March 6, 1929, 10,699,840 lbs.; tallow, none; greases, 380,000 lbs.; stearine, none.

## EUROPEAN PROVISION CABLES.

The market at Hamburg was steady, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,821 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 77,000, at a top Berlin price of 18.51c a pound, compared with 113,000 at 14.10c a pound the same week last year.

The Rotterdam market was rather quiet and prices were steady.

The market at Liverpool was firm and demand was medium. Stocks of Cumberlands were light, with a fair demand. The Continental bacon market was rather quiet.

The total of pigs bought in Ireland for bacon curing was 21,000 for the week.

The estimated slaughter of Danish hogs for the week ending March 1 was 99,000.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 8, 1929, show exports from that country were as follows: To England, 166,961 quarters; to the Continent, 19,602 quarters.

Exports of the previous week were as follows: To England, 82,994 quarters; to the Continent, 75,479.

## HULL OIL MARKET.

Hull, England, March 6, 1929.—(By Cable.)—Refined cottonseed oil, 31s 6d; Egyptian crude cottonseed oil, 28s.

## HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for Jan., 1929, with comparisons, by the U. S. Bureau of Agricultural Economics:

CHICAGO.				EAST ST. LOUIS.			
—1928—		—1928—		—1928—		—1928—	
Per 100	Per 100	Per 100	Per 100	Per 100	Per 100	Per 100	Per 100
Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Jan. . . . .	228 \$9.22	225 \$9.25	225 \$9.25	208 \$9.07	211 \$9.36	208 \$9.07	211 \$9.36
Feb. . . . .	230 8.08	230 8.08	230 8.08	213 8.15	202 8.10	213 8.15	202 8.10
Mar. . . . .	235 8.08	235 8.08	235 8.08	198 9.26	196 9.60	198 9.26	196 9.60
Apr. . . . .	234 9.27	234 9.27	234 9.27	202 8.97	205 11.05	202 8.97	205 11.05
May . . . . .	239 9.01	239 9.01	239 9.01	208 11.94	205 12.15	208 11.94	205 12.15
June . . . . .	251 10.65	251 10.65	251 10.65	204 9.72	206 8.87	204 9.72	206 8.87
July . . . . .	237 11.53	237 11.53	237 11.53	205 8.59	205 8.59	205 8.59	205 8.59
Aug. . . . .	251 11.89	251 11.89	251 11.89	205 8.59	205 8.59	205 8.59	205 8.59
Sept. . . . .	247 9.57	247 9.57	247 9.57	205 8.59	205 8.59	205 8.59	205 8.59
Oct. . . . .	238 8.83	238 8.83	238 8.83	205 8.59	205 8.59	205 8.59	205 8.59
Nov. . . . .	231 8.61	231 8.61	231 8.61	205 8.59	205 8.59	205 8.59	205 8.59
Dec. . . . .	231 8.61	231 8.61	231 8.61	205 8.59	205 8.59	205 8.59	205 8.59
Year . . . . .	237 \$9.22	237 \$9.22	237 \$9.22	205 \$9.41	205 \$9.41	205 \$9.41	205 \$9.41
OMAHA.				KANSAS CITY.			
Jan. . . . .	237 \$8.84	232 \$7.98	232 \$7.98	242 \$8.89	249 \$8.07	242 \$8.89	249 \$8.07
Feb. . . . .	232 7.80	232 7.80	232 7.80	246 7.83	243 7.86	246 7.83	243 7.86
Mar. . . . .	237 7.74	237 7.74	237 7.74	231 8.96	232 9.41	231 8.96	232 9.41
Apr. . . . .	250 8.82	250 8.82	250 8.82	232 9.41	232 9.41	232 9.41	232 9.41
May . . . . .	260 9.21	260 9.21	260 9.21	232 9.41	232 9.41	232 9.41	232 9.41
June . . . . .	264 9.42	264 9.42	264 9.42	232 9.41	232 9.41	232 9.41	232 9.41
July . . . . .	268 10.20	268 10.20	268 10.20	232 9.41	232 9.41	232 9.41	232 9.41
Aug. . . . .	281 10.89	281 10.89	281 10.89	232 9.41	232 9.41	232 9.41	232 9.41
Sept. . . . .	268 11.35	268 11.35	268 11.35	232 9.41	232 9.41	232 9.41	232 9.41
Oct. . . . .	264 9.16	264 9.16	264 9.16	232 9.41	232 9.41	232 9.41	232 9.41
Nov. . . . .	245 8.52	245 8.52	245 8.52	232 9.41	232 9.41	232 9.41	232 9.41
Dec. . . . .	234 8.25	234 8.25	234 8.25	232 9.41	232 9.41	232 9.41	232 9.41
Year . . . . .	258 \$8.87	258 \$8.87	258 \$8.87	235 \$9.20	235 \$9.20	235 \$9.20	235 \$9.20
ST. PAUL.				PT. WORTH.			
Jan. . . . .	224 \$8.77	207 \$7.92	207 \$7.92	216 \$8.42	210 \$7.83	216 \$8.42	210 \$7.83
Feb. . . . .	210 7.80	210 7.80	210 7.80	203 7.65	206 8.45	203 7.65	206 8.45
Mar. . . . .	212 7.84	212 7.84	212 7.84	206 8.45	206 8.45	206 8.45	206 8.45
Apr. . . . .	217 8.88	217 8.88	217 8.88	206 8.45	206 8.45	206 8.45	206 8.45
May . . . . .	232 9.16	232 9.16	232 9.16	206 8.45	206 8.45	206 8.45	206 8.45
June . . . . .	255 9.20	255 9.20	255 9.20	206 8.45	206 8.45	206 8.45	206 8.45
July . . . . .	269 9.80	269 9.80	269 9.80	206 8.45	206 8.45	206 8.45	206 8.45
Aug. . . . .	268 10.91	268 10.91	268 10.91	206 8.45	206 8.45	206 8.45	206 8.45
Sept. . . . .	241 11.24	241 11.24	241 11.24	206 8.45	206 8.45	206 8.45	206 8.45
Oct. . . . .	230 9.18	230 9.18	230 9.18	206 8.45	206 8.45	206 8.45	206 8.45
Nov. . . . .	222 8.63	222 8.63	222 8.63	206 8.45	206 8.45	206 8.45	206 8.45
Dec. . . . .	221 8.22	221 8.22	221 8.22	206 8.45	206 8.45	206 8.45	206 8.45
Year . . . . .	225 \$8.71	225 \$8.71	225 \$8.71	204 \$8.75	204 \$8.75	204 \$8.75	204 \$8.75

## BRITISH PROVISION CABLE

(Special Report to The National Provisioner.)

Liverpool, Mar. 8, 1929.

General provision market firm. Improved demand for hams for prompt and forward shipment, with fair trade. Picnics and square shoulders fair; lard trade dull but shows signs of improvement.

Friday's prices were as follows: Liv. erpool shoulders, square, 80s; hams, American cut, 95s; hams, long cut, 104s; picnics, 78s; short backs, 86s; bellies, clear, 80s; Canadian, 84s; spot lard, 63s.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Mch. 2, 1929:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.		—Week ended—			
		Mch. 2, 1929.	Mch. 3, 1929.	Feb. 23, 1929.	Jan. 1, 1929.
		M lbs.	M lbs.	M lbs.	M lbs.
Total	71	1,037	500	13,132	
To Belgium	10	10	10	4	
United Kingdom	94	900	345	9,911	
Other Europe	105	105	105	296	
Cuba	6	6	6	24	
Other countries	1	32	121	1,762	
BACON, INCLUDING CUMBERLAND.					
Total	2,932	2,611	2,586	24,167	
To Germany	65	65	65	60	
United Kingdom	1,773	1,723	1,773	12,332	
Other Europe	902	803	803	7,934	
Cuba	1	1	1	10	
Other countries	98	85	147	1,329	
LARD.					
Total	12,581	29,373	15,202	144,007	
To Germany	4,060	13,982	3,428	58,784	
Netherlands	1,777	2,205	203	8,421	
United Kingdom	4,342	5,126	4,923	40,207	
Other Europe	1,553	4,329	3,237	16,734	
Cuba	848	1,915	991	12,855	
Other countries	1	1,756	2,330	18,006	
PICKLED PORK.					
Total	333	302	201	4,302	
To United Kingdom	17	15	6	70	
Other Europe	109	109	2	332	
Canada	198	239	141	1,556	
Other countries	9	48	52	1,093	
TOTAL EXPORTS BY PORTS.		Week ended Mch. 2, 1929.			
		Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	71	2,932	12,581	333	
Boston	1	40	46	10	
Port Huron	6	1	848	198	
Key West	6	1	848	198	
New York	64	2,887	11,092	136	
Portland, Me.	64	15	595		
DESTINATION OF EXPORTS.					
		Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:					
United Kingdom	94	1,723	1,773	4,923	
Liverpool	94	1,723	1,773	4,923	
London	94	1,723	1,773	4,923	
Manchester	94	1,723	1,773	4,923	
Glasgow	94	1,723	1,773	4,923	
Other United Kingdom	94	1,723	1,773	4,923	
Exported to:					
Germany (total)	65	65	65	60	
Hamburg	65	65	65	60	
Other Germany	65	65	65	60	

During the past week there has been considerable rain in the East, and this has retarded deliveries of mixed fertilizers. As a result, trading is very limited. This condition is rather general along the Atlantic Coast and as far south as North Carolina.

Nitrate of soda is one material that has been in good demand in this section, and not a carload is on hand at New York.

Sulphate of ammonia is being offered for resale rather freely, and sales have been made at \$45.00 bulk, delivered some of the eastern points, for prompt shipment.

General provision market firm. Improved demand for hams for prompt and forward shipment, with fair trade. Picnics and square shoulders fair; lard trade dull but shows signs of improvement.

Friday's prices were as follows: Liv. erpool shoulders, square, 80s; hams, American cut, 95s; hams, long cut, 104s; picnics, 78s; short backs, 86s; bellies, clear, 80s; Canadian, 84s; spot lard, 63s.

Exports of pork products from principal ports of the United States during the week ended Mch. 2, 1929:

Other United Kingdom		Feb. 23, 1929.	Jan. 1, 1929.
Exported to:		M lbs.	M lbs.
Germany (total)	.....	4,000	
Hamburg	.....	3,750	
Other Germany	.....	250	

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## EASTERN FERTILIZER MARKETS.

During the past week there has been considerable rain in the East, and this has retarded deliveries of mixed fertilizers. As a result, trading is very limited. This condition is rather general along the Atlantic Coast and as far south as North Carolina.

Nitrate of soda is one material that has been in good demand in this section, and not a carload is on hand at New York.

Sulphate of ammonia is being offered for resale rather freely, and sales have been made at \$45.00 bulk, delivered some of the eastern points, for prompt shipment.



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Packer hide market is firm, with a fairly good trade. The market got off to a bad start early in the week, when heavy native steers and heavy native cows sold at  $\frac{1}{2}$ c decline, but later this loss was recovered. Branded steers sold at  $\frac{1}{2}$ c decline at the end of last week, but there has been a fair movement since and more could be sold on this basis. The market appears to be in a very sensitive condition at the moment. There was a fairly good scattered trade during the period; around 40,000 hides confirmed during the week and more understood to have moved, although quantities are not mentioned, and about 17,000 understood to have moved at the end of last week. Some packers have started moving March hides, but bulk of movement was February take-off.

Spread native steers last sold at 17c. About 8,500 February heavy native steers were reported at the opening of the week at 14c, or  $\frac{1}{2}$ c decline, followed by 3,000 more at the same figure; however, later in the week this loss was recovered when about 4,000 February-March sold at 14 $\frac{1}{2}$ c. Extreme native steers in small supply; some reported sold in a small way at 14 $\frac{1}{2}$ c and this is bid for more.

Butt branded steers sold at close of last week at  $\frac{1}{2}$ c decline, when about 6,300 moved at 13 $\frac{1}{2}$ c; later, about 5,000 more moved same basis. Colorados also declined at same time, 5,700 moving at 13c, and possibly 5,000 more later. Heavy Texas steers showed  $\frac{1}{2}$ c decline also at end of last week when 2,000 moved at 13 $\frac{1}{2}$ c, with further sales on this basis later. Light Texas steers quoted at 13c. Extreme light Texas steers 13c last paid and available.

Several cars of heavy native cows moved at the opening of the week at 13c, or  $\frac{1}{2}$ c decline; later, couple cars moved at 13 $\frac{1}{2}$ c, with the loss recovered. Around 8,000 or more light native cows moved at 14c, steady price, and this is bid for more; one packer reports a late bid of 14 $\frac{1}{2}$ c. Branded cows sold steady this week at 13c, more wanted.

One packer moved a few native bulls last week at 10 $\frac{1}{2}$ c, steady; also about 3,000 branded bulls at 9c for northern, mixed dating.

**SMALL PACKER HIDES**—At the opening of the week, a local small packer moved March production of about 10,000 hides at 14 $\frac{1}{2}$ c for all-weight native steers and cows and 13c for branded; two more killers followed with total March productions of about 9,500 hides at the same figures. Following this movement, the market appeared easier for a time, based on the decline in big packer heavy native hides; however, since the recovery in that market, small packer market has firmed up and above prices were declined by at least one killer who is holding January, February and March hides; a bid of 15c for native 45-lb. and under hides was also declined. In the Pacific Coast market, about 15,000 February packer hides around Los Angeles moved at 11 $\frac{1}{2}$ c for steers and 11c for cows; this represented  $\frac{1}{4}$ c decline on steers.

**HIDE TRIMMINGS**—Further sales of big packer hide trimmings reported

at \$36.00 per ton, Chicago basis, and one car of small packer trimmings at \$35.00, Chicago basis.

**COUNTRY HIDES**—There is a good demand for country hides and market firm; however, offerings are rather slow in appearing, and trading somewhat restricted on this account. Good all-weights around 47-lb. av. are in demand at 12 $\frac{1}{2}$ c and up to 13c reported paid, selected, delivered. Heavy steers and cows priced around 12c. Some good 45/60 lb. buff weights sold early at 12 $\frac{1}{2}$ c; more wanted at this figure and 13c asked. Good 25/45 lb. extremes sold from 14c up to 14 $\frac{1}{2}$ c and fairly good stocks generally held at 15c now; some claim to have secured 15c, and demand good. Bulls quoted around 9c, selected.

**CALFSKINS**—Packer calfskins firm and 23c generally asked for domestic shipment, with last trading at 22c for February calf; one packer moved a car February calf for export early at 23 $\frac{1}{2}$ c, and later another car February-March also at 23 $\frac{1}{2}$ c.

First salted Chicago city calf firmer in sympathy and from 22c to 23c asked, with last confirmed trading at 20c; some trading in between rumored but not confirmed. Mixed cities and countries quoted around 18@19c, and straight countries reported sold at 17c.

**KIPSKINS**—Packer kipskins quoted nominally at 20c for natives. One packer booked February production, around 6,000 or better, to private tanning account; last previous sale was at 19c for February natives. Over-weights last sold at 16 $\frac{1}{2}$ c; this is bid and 17 $\frac{1}{2}$ c asked. Branded around 15@15 $\frac{1}{2}$ c asked.

First salted Chicago city kips quoted nominally around 18c. Mixed cities and countries around 16@17c, and straight countries around 16c.

One packer moved 2,000 regular slunks at \$1.35, steady price. Hairless quoted 40@50c, nom.

**HORSEHIDES**—Horsehides steady, with choice city renderers priced \$5.50 @6.00, ranging down to \$4.75@5.00 paid for mixed cities and countries.

**SHEEPSKINS**—Dry pelts continue easy and quoted 21@23c per lb., according to section. One big packer moved a small car of shearlings, No. 2's, at \$1.20, steady for that grade; No. 1 shearlings would command \$1.50. Pickled skins continue weak; trading at Chicago late last week at \$7.75 per doz. straight run of packer lamb, for good spready skins; one sale mentioned here this week at \$7.25, details not mentioned. In the New York market, last trading was at \$7.50 per doz. straight run of city lamb and packer lamb. Big packer wool lambs quoted at \$3.65 per cwt. live lamb at Chicago, around \$2.50 @3.25 on piece basis; selling at New York today, with \$4.05 per cwt. live lamb, salted basis, quoted previously. Small packer lambs generally quoted \$2.50, although higher was paid earlier for very heavy lambs.

**PIGSKINS**—Last trading in No. 1 pigskin strips was at 8c, for delivery six months ahead. Gelatine stocks last sold at 5c.

## New York.

**PACKER HIDES**—City packer hide market considered firm, with prices

nominally on basis of full Chicago market. Couple cars February Colorados sold at 13c; butt brands could readily be sold at 13 $\frac{1}{2}$ c, and possibly some trading here. Native steers could be moved at 14c. Bulls quoted around 10 $\frac{1}{2}$ c. January hides were cleaned up earlier, as previously reported.

**COUNTRY HIDES**—Country hide market firm, with prices a shade higher. More hides could be readily sold but offerings are slow in coming out. Good 25/45 lb. extremes from northern sections generally priced 14 $\frac{1}{2}$ @15c, as to quality. Buff weights can be sold at 12 $\frac{1}{2}$ c and 13c asked.

**CALFSKINS**—Calfskin market continues strong, with some confidential trading understood to be passing in this market. Last confirmed trading on 5-7's was at \$2.05, 7-9's at \$2.35, 9-12's at \$2.85, but no more to be had at these prices and 10@15c higher talked. Last trading in 12/17 veal kips was at \$3.35, 17-lb. up at \$4.25.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 2, 1929, totaled 3,550,000 lbs.; previous week, 3,510,000 lbs.; same week last year, 5,350,000 lbs.; from January 1 to March 2 this year, 33,127,000 lbs.; same period a year ago, 50,038,000 lbs.

Shipments of hides from Chicago for the week ended March 2, 1929, totaled 5,935,000 lbs.; previous week, 3,081,000 lbs.; same week one year ago, 4,664,000 lbs.; from January 1 to March 2 this year, 39,812,000 lbs.; same period last year, 45,352,000 lbs.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 8, 1929, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended, Mar. 8, '29.	Prev. week.	Cor. week, 1928.
Spr. nat. str.	@17	@17	24 $\frac{1}{2}$ @25a
Hvy. nat. str.	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@23
Hvy. Tex. str.	@13 $\frac{1}{2}$	@14ax	@22 $\frac{1}{2}$
Hvy. butt brand'd str.	@13 $\frac{1}{2}$	@14ax	@22 $\frac{1}{2}$
Hvy. Col. str.	@13	13b @13 $\frac{1}{2}$ ax	@22
Ex-light Tex. str.	@13	13b @13 $\frac{1}{2}$ ax	@21
Brnd'd cows.	@13	13b @13 $\frac{1}{2}$ ax	@21
Hvy. nat. cows	@13 $\frac{1}{2}$	13 $\frac{1}{2}$ @14	21 $\frac{1}{2}$ @22
lt. nat. cows.14	@14 $\frac{1}{2}$ b	14 @14 $\frac{1}{2}$	22 @22 $\frac{1}{2}$
Nat. bulls	@10 $\frac{1}{2}$	@10 $\frac{1}{2}$	@18
Brnd'd bulls. 9	@9 $\frac{1}{2}$	9 $\frac{1}{2}$ @9 $\frac{1}{2}$ a	10 $\frac{1}{2}$ @17
Calfskins	@23	@23ax	@22
Kips, nat.	@20ax	@20	@23
Kips, reg.	@17 $\frac{1}{2}$ b	@17 $\frac{1}{2}$ ax	@23
Kips, brnd'd.15	@15 $\frac{1}{2}$ ax	@15ax	@23
Slunks, reg.	@1.35	@1.35	@1.40
Slunks, hris.40	@50	40 @55	75 @85

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts.	@14 $\frac{1}{2}$ b	@14b	@21 $\frac{1}{2}$
Branded	@13b	@13b	@21 $\frac{1}{2}$
Nat. bulls	@10 $\frac{1}{2}$ a	@10 $\frac{1}{2}$ b	@17 $\frac{1}{2}$
Brnd'd bulls.	@9a	@9a	16 $\frac{1}{2}$ @17
Calfskins	@22	@23ax	@23
Kips	@18	@17 $\frac{1}{2}$ a	@23 $\frac{1}{2}$
Slunks, reg.	@1.15	@1.15	1.00@1.25
Slunks, hris.	@40	@40	70 @80

## COUNTRY HIDES.

Hvy. steers..	@12	11 $\frac{1}{2}$ @12	19 @19 $\frac{1}{2}$
Hvy. cows	@12	11 $\frac{1}{2}$ @12	18 @18 $\frac{1}{2}$
Butts	12 $\frac{1}{2}$ @13	@12 $\frac{1}{2}$	20 @20 $\frac{1}{2}$
Extremes	14 $\frac{1}{2}$ @15	14 @14 $\frac{1}{2}$	22 @22 $\frac{1}{2}$
Bulls	@9a	8 $\frac{1}{2}$ @9	15 $\frac{1}{2}$ @16
Calfskins	@17	15 @16	@23
Kips	@16a	14 @14 $\frac{1}{2}$ a	21 @22a
Light calf	1.00@1.10	90 @1.00	1.35@1.50
Deacons	1.00@1.10	90 @1.00	1.25@1.35
Slunks, reg.	.35 @50	35 @50	75 @90
Slunks, hris.10	@15	10 @15	20 @25
Horsehides	4.75@6.00	4.50@5.75	6.50@8.00
Hogskins	.60 @70	@70	@80

## SHEEPSKINS.

Pkr. lambs.	2.50@3.25	2.00@3.25	3.25@3.90
Sm. pkr. lambs	@2.50	@2.50	3.00@3.50
Pkr. shearings	1.20@1.50	1.20@1.50	1.10@1.25
Dry pelts	.21 @23	22 @23	28 @30

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 7, 1929.

**CATTLE**—Compared with a week ago, weighty steers very uneven, but about steady; yearlings and light steers, 25@75c higher; fat cows, 25@50c higher, butcher heifers gathering the yearling heifer advance. There was a very active, scrambling trade for light mixed steers, little heifers and butcher heifers scaling under 850 lbs. Cutter cows and bulls, steady to strong; vealers, 50c@\$1.00 higher; extreme top heavy steers, \$14.25; yearlings, \$14.50; small lot, \$14.75; mixed steers and heifers, \$14.00; light heifers, \$13.50. Comparatively little in fat steer line available under \$12.00. Replacement cattle, along with low priced killers, at new high point for season; runs light but probably due for expansion.

**HOGS**—There was a further reduction in hog receipts, and with the big packers consistently in the market the early part of the week, competition between all interests for the limited supply of hogs forced prices to new high levels for the season. With the big packers out of the trade today, there was a sharp break. In comparison with a week ago, the market for weight averages over 160 lbs. is mostly 70@85c higher, light lights and pigs selling 75c@\$1.00 higher. Today's top, \$12.10; bulk of the desirable hogs scaling from 160 to 320 lbs., \$11.70@11.95; very few above \$12.00; numerous loads down to \$11.50@11.25 late. Bulk of good and choice 130 to 150 lb. weights, \$11.00@11.85; pigs, \$9.00@10.50; bulk packing sows, \$10.65@11.00.

**SHEEP**—With light supplies a supporting factor, fat lambs advanced 25@40c compared with a week ago; shipper demand narrow, reflecting draggy eastern dressed lamb trade; big packers dependable buyers; fat ewes scarce around

50c higher. Tops for week: fat lambs, \$17.65; fat ewes, \$10.00. Late bulks: fat lambs, \$16.85@17.25; fat ewes, \$8.50@9.50.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., March 7, 1929.

**CATTLE**—Lightweight steers and yearlings, during the week under review, registered a further price advance of 15@25c. The demand for medium weight and heavy steers remained sluggish, with values weak to 25c lower. Good to choice yearlings topped at \$13.40, while choice heavies cleared at \$13.35. Bulk of desirable fed arrivals cashed from \$11.50@13.25, with comparatively few weighty steers above \$12.75. Light mixed yearlings and fat she-stock advanced 15@25c, while steady levels were maintained on cutters, cows and bulls. Vealers closed fully \$1.00 higher, with \$16.00 paid freely at the close.

**HOGS**—Under rather limited receipts, both locally and at other large markets, prices worked materially higher. On closing rounds of Thursday's session, an extremely bearish feeling was in evidence, and a good share of the advance was erased. Final prices are from 35@50c higher than a week ago. The extreme top reached \$11.70 early in Thursday's market, while at the close practically nothing passed \$11.25 for local slaughter. Packing grades shared the advance, with smooth, light sows reaching \$10.35.

**SHEEP**—An advance of 25@50c was registered in fat lamb prices, and the extreme top reached \$16.90 at the close, which is a new high mark for the season. Most of the fed arrivals cleared from \$16.00@16.60. Mature sheep finished the week on a firm basis, with best fat ewes in load lots going at \$9.00, the bulk selling \$8.25@9.00.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, March 7, 1929.

**CATTLE**—The week's market on fed steers and yearlings was somewhat uneven, light and mixed yearlings finding an urgent demand. Prices advanced 25@50c. Choice heavy shipping cattle held fully steady with last week's best prices, while some medium grades with weight were weak to a shade lower. Prices on heifers advanced 25@50c, and cows closed strong to 25c higher. Veals are weak to 50c lower, with the practical top at \$13.50. Light steers, scaling 1,120 lbs. and 1,531-lb. bullocks, sold at \$14.00, the week's high mark.

**HOGS**—An uneven market developed in the hog division. Muddy roads resulted in curtailment of receipts, and prices showed sensational advances up until Wednesday. On Thursday, part of the early advances were wiped out. However, a comparison of Thursday with Thursday shows values 25@50c higher. At the peak of the advance, the top on choice light butchers was \$11.50, while bulk of the sales Thursday, of good and choice 180-320 lb. averages, ranged \$10.75@11.15.

**SHEEP**—Local receipts have been liberal, consisting for the most part of fed lambs from Colorado and the Scotts Bluff area in Nebraska. Light supplies in the east resulted in increased inquiry from Eastern packers, and this tended to give selling interests an advantage, the general trend to prices being upward. Comparisons Thursday with Thursday show a net advance of 15@25c on fat lambs. Matured sheep are strong.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., March 7, 1929.

**CATTLE**—Fat yearlings and yearling heifers advanced 25c to mostly 50c, while matured steers found an uneven trade, with little net price shifting. A

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few loads of choice yearlings brought \$13.00@13.75; choice big weight bullocks scored \$13.25, and most fed steers and yearlings went at \$10.75@12.35. Fed heifers bulked at \$10.00@11.00, and load lots reached \$12.00. Cows ruled strong to 25c higher at \$8.00@9.00 mostly. Bulls advanced 25@50c, with heavy medium grades up to \$9.00. Vealers finished 50c higher, and topped at \$14.00.

HOGS—Slaughter classes averaged 60c higher and held best levels of the year, or fully \$3.00 above December's low. A spread of \$11.00@11.35 took practically everything desirable scaling 160 lbs. up. The late top on choice 190-300-lb. butchers was \$11.35. Packing sows bulked at \$10.45@10.60.

SHEEP—Fat lambs advanced fully 25c and again equaled the year's best prices. Choice handyweights topped at \$16.75, and desirable quality was scarce below \$16.50. Fat ewes were steady to 15c higher, and choice lightweights sold up to \$9.65.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., March 7, 1929.

CATTLE—Compared with week ago, lightweight steers about steady. Others 15@25c lower, spots off more. Mixed yearlings and heifers, strong to 25c higher, light kinds showing advance; best cows and low cutters, weak; spots 25c lower; other cows and cutters, steady to strong; bulls, 25@50c lower; good and choice vealers, \$1.00 lower. Tops for week: 1,322-lb. matured steers, \$13.50; 835-lb. yearlings, \$12.75; 629-lb. mixed yearlings, \$13.00; 619-lb. heifers, \$12.65.

HOGS—Light receipts pushed hog prices to new high levels for the season. Since last Thursday, light and butcher hogs advanced 50@65c; pigs, 25c; packing sows, 50c. Top, \$12.00; most packing sows, \$10.50@10.60.

SHEEP—Sheep and lambs are steady for the week. Bulk of lambs sold today at \$16.50@16.75 to packers; culls, \$11.50@13.50. Most fat ewes earned \$8.00@9.50.

## ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., March 6, 1929.

CATTLE—Light runs and some recovery at outside markets made for a strong to 25c higher trade in the cattle division. Yearlings topped for the week at \$12.50; mediumweights, \$12.25, bulk all steers, \$10.50@11.50. Fat cows selling largely at \$7.25@8.50 for common and medium kinds; comparable heifers, \$8.50@9.75; cutters, \$5.75@6.75. Bulls are 25c higher, with \$8.50@8.75 taking bulk of the medium grades; vealers are 50c up, selling mostly at \$14.50@15.00 today.

HOGS—Upturns of 80c@1.00 featured the hog trade, putting values at a new high for the year. Bulk of the lights and butchers sold at \$11.35@11.50; light lights, \$10.50@10.75; pigs, \$10.25, and packing sows, \$10.00.

SHEEP—Lambs scored a 25c advance, top fed offerings reaching \$16.25; desirable natives selling from \$15.50@16.00; culls, \$11.00@12.00. Ewes are 50@75c up, selling mostly at \$8.75@9.50; plainer kinds, down to \$5.00.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., March 7, 1929.

CATTLE—Sharp recent upturns in cattle prices started discrimination against weighty steers, which found a weak to 25c lower market, while a further rise of 25@50c accrued to offerings of favored weights below 1,100 lbs. She-stock took a 25c advance; vealers, \$1.00. Top yearlings scored \$13.50; bulk of steers and yearlings, \$11.50@13.00. Choice vealers, \$14.50@15.00.

HOGS—A too rapid advance resulted in a top heavy condition, and best hogs, after reaching \$11.70, dropped back to \$11.25 in the same session of trading, the bulk clearing from \$11.00@11.25 after the late set-back. Extreme weighty kinds dropped to \$10.85; packing sows, \$9.50@10.25. Prices were still 10@15c above a week ago.

SHEEP—Fat lambs sold 15@25c higher. Best fed woolled lambs, \$16.85; bulk, 90-95 lb. offerings, \$16.75; 101-lb., \$16.35; natives, up to \$16.50; top fat ewes, \$10.00.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended March 2, 1929, and comparative periods:

At 20 markets:	Cattle.*	Hogs.	Sheep.
Week ended March 2.....	170,000	675,000	310,000
Week ago.....	167,000	683,000	288,000
1928.....	181,000	870,000	297,000
1927.....	213,000	608,000	278,000
1926.....	229,000	599,000	262,000
1925.....	226,000	779,000	296,000
At 11 markets:	Cattle.*	Hogs.	Sheep.
Week ended March 2.....	590,000	588,000	537,000
Previous week.....	588,000	588,000	537,000
1928.....	588,000	588,000	537,000
1927.....	588,000	588,000	537,000
1926.....	588,000	588,000	537,000
1925.....	588,000	588,000	537,000
At 7 markets:	Cattle.*	Hogs.	Sheep.
Week ended March 2.....	132,000	515,000	224,000
Previous week.....	129,000	517,000	208,000
1928.....	129,000	661,000	230,000
1927.....	157,000	472,000	207,000
1926.....	181,000	456,000	202,000
1925.....	171,000	609,000	207,000

\*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

## CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, March 7, 1929, were as follows:

	Week ended Mar. 7.	Prev. week.
Packers' purchases.....	79,288	85,829
Direct to packers.....	48,068	33,462
Shippers' purchases.....	55,706	52,273
Total supplies.....	183,062	171,564

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended Feb. 28, 1929, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended Feb. 28.	Prev. week.	Same week, 1928.
Toronto.....	\$10.25	\$10.15	\$11.00
Montreal.....	10.50	9.75	10.90
Winnipeg.....	9.25	8.50	10.00
Calgary.....	8.35	8.25	10.65
Edmonton.....	8.00	8.00	10.50
Pr. Albert.....	8.25	8.25	9.50
Moose Jaw.....	8.75	8.00	10.00
Saskatoon.....	8.00	8.25	....
VEAL CALVES.			
Toronto.....	\$17.00	\$17.00	\$17.00
Montreal.....	15.00	15.00	14.00
Winnipeg.....	14.00	13.00	15.00
Calgary.....	12.50	12.00	13.50
Edmonton.....	15.00	14.00	14.00
Pr. Albert.....	8.00	9.00	10.00
Moose Jaw.....	12.00	12.00	13.00
Saskatoon.....	11.50	12.00	....
SELECT BACON HOGS.			
Toronto.....	\$11.75	\$11.75	\$ 9.75
Montreal.....	11.75	11.50	10.25
Winnipeg.....	11.00	10.75	8.85
Calgary.....	11.00	10.60	9.00
Edmonton.....	11.10	10.75	8.85
Pr. Albert.....	11.00	10.75	9.10
Moose Jaw.....	10.90	10.80	8.75
Saskatoon.....	10.80	10.55	....
GOOD LAMBS.			
Toronto.....	\$15.50	\$15.50	\$15.00
Montreal.....	11.00	11.00	12.00
Winnipeg.....	13.00	13.50	13.25
Calgary.....	12.50	....	12.00
Edmonton.....	13.00	13.00	13.00
Pr. Albert.....	....	....	10.50
Moose Jaw.....	12.00	....	....
Saskatoon.....	....	....	....

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## RECEIPTS AT CENTERS

SATURDAY, MARCH 2, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	500	10,000	4,000
Kansas City	200	2,000	...
Omaha	700	8,000	...
St. Louis	200	4,000	...
St. Joseph	50	1,500	...
Sioux City	200	5,000	200
St. Paul	250	1,000	100
Oklahoma City	100	800	...
Fort Worth	250	600	...
Milwaukee	...	...	...
Denver	...	...	...
Louisville	200	200	300
Wichita	300	1,400	600
Indianapolis	100	3,000	200
Pittsburgh	...	1,700	200
Cincinnati	200	1,800	100
Buffalo	...	800	500
Cleveland	...	1,500	...
Nashville	300	4,000	300
Toronto	200	100	...

MONDAY, MARCH 4, 1929.

Chicago	15,000	60,000	15,000
Kansas City	11,000	11,000	5,000
Omaha	7,500	8,000	10,000
St. Louis	2,400	12,000	1,500
St. Joseph	2,500	4,500	100
Sioux City	3,000	6,500	4,500
St. Paul	3,000	20,000	4,500
Oklahoma City	700	1,000	...
Fort Worth	2,400	3,000	2,200
Milwaukee	200	700	800
Denver	2,500	4,300	1,300
Louisville	200	1,400	600
Wichita	1,400	3,000	1,000
Indianapolis	900	3,000	200
Pittsburgh	400	4,000	1,000
Cincinnati	1,100	4,500	100
Buffalo	1,300	7,500	3,000
Cleveland	500	4,000	2,200
Nashville	300	1,000	500
Toronto	3,100	900	300

TUESDAY, MARCH 5, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	19,000	8,000
Kansas City	5,500	7,000	7,000
Omaha	5,000	9,000	10,500
St. Louis	3,000	8,500	500
St. Joseph	1,800	4,500	5,000
Sioux City	2,500	10,500	1,500
St. Paul	1,700	8,500	1,500
Oklahoma City	500	1,800	...
Fort Worth	1,400	1,800	300
Milwaukee	600	2,500	400
Denver	400	3,800	3,800
Louisville	100	1,000	400
Wichita	400	3,000	800
Indianapolis	600	4,000	200
Pittsburgh	...	500	100
Cincinnati	200	2,500	100
Buffalo	100	600	100
Cleveland	200	1,900	500
Nashville	300	1,200	200
Toronto	1,200	800	100

WEDNESDAY, MARCH 6, 1929.

Chicago	8,000	22,000	8,000
Kansas City	5,000	6,500	9,000
Omaha	4,500	12,000	15,500
St. Louis	2,800	8,500	500
St. Joseph	1,500	5,500	6,000
Sioux City	2,400	10,500	2,000
St. Paul	2,800	16,000	500
Oklahoma City	600	2,200	...
Fort Worth	2,600	2,500	1,900
Milwaukee	400	1,000	100
Denver	800	1,100	12,400
Louisville	300	1,200	100
Wichita	600	2,500	800
Indianapolis	900	6,000	300
Pittsburgh	...	1,800	300
Cincinnati	300	2,000	100
Buffalo	100	1,000	1,000
Cleveland	200	1,500	100
Nashville	200	1,500	100
Toronto	1,000	1,500	100

THURSDAY, MARCH 7, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	27,000	10,000
Kansas City	3,000	7,000	7,000
Omaha	2,500	8,000	16,000
St. Louis	2,400	11,500	700
St. Joseph	1,500	4,500	5,000
Sioux City	2,000	12,500	1,000
St. Paul	1,000	7,500	700
Oklahoma City	600	1,600	...
Fort Worth	1,200	2,000	...
Milwaukee	500	1,500	200
Denver	1,000	2,000	7,500
Louisville	300	2,200	200
Wichita	300	1,600	300
Indianapolis	600	5,000	200
Pittsburgh	...	1,700	400
Cincinnati	500	2,400	100
Buffalo	100	1,000	600
Cleveland	300	1,800	1,500
Nashville	400	1,300	200
Toronto	200	400	200

FRIDAY, MARCH 8, 1929.

Chicago	2,000	25,000	11,000
Kansas City	700	4,500	2,000
Omaha	1,000	8,000	7,000
St. Louis	700	11,000	700
St. Joseph	600	3,500	700
Sioux City	1,000	11,500	1,500
St. Paul	1,000	8,000	100
Oklahoma City	400	1,500	...
Fort Worth	1,000	2,500	1,800
Milwaukee	200	500	100
Denver	400	1,000	10,700
Wichita	200	2,100	400
Indianapolis	500	6,000	300
Pittsburgh	...	1,500	800
Cincinnati	200	2,500	100
Buffalo	100	1,300	2,000
Cleveland	300	2,000	1,000

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 7, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roast-

ing pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$11.35@11.75	\$11.50@11.90	\$10.75@11.25	\$11.00@11.60	\$10.85@11.25
Med. wt. (200-250 lbs.) med.-ch.	\$11.35@11.75	\$11.00@12.00	\$10.75@11.25	\$11.00@11.70	\$11.10@11.50
Lt. wt. (150-200 lbs.) com.-ch.	\$11.15@11.75	\$11.35@12.00	\$10.35@11.25	\$10.90@11.70	\$10.75@11.50
Lt. lt. (100-150 lbs.) com.-ch.	\$10.25@11.75	\$10.00@11.00	\$9.25@11.00	\$9.50@11.40	\$10.10@11.50
Packing sows, smooth and rough	\$10.40@10.85	\$10.20@10.70	\$10.25@10.65	\$9.25@10.30	\$9.75@10.50
Str. pigs (150 lbs. down) med.-ch.	\$9.00@11.00	\$7.50@10.25	...	\$8.50@9.85	\$10.50@10.75
Av. cost and wt., Tue. (pigs excl.)	\$11.81-238 lb.	\$11.45-218 lb.	\$11.22-252 lb.	\$11.23-234 lb.	\$11.33@10.75

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):

Good-ch	12.50@14.50	...	...	...	...
Choice	13.50@14.50	13.00@14.00	12.75@14.00	12.50@13.50	12.50@13.50
Good	12.75@13.50	12.00@13.00	11.75@12.75	11.65@12.50	11.25@12.50

STEERS (1,100-1,300 LBS.):

Choice	14.00@14.75	13.25@14.25	12.75@14.25	12.50@14.00	12.75@13.75
Good	13.00@13.75	12.25@13.25	11.75@12.75	11.75@13.25	11.50@12.75

STEERS (950-1,100 LBS.):

Choice	14.00@14.75	13.50@14.50	13.00@14.25	13.25@14.25	12.75@14.00
Good	13.00@13.75	12.50@13.50	12.00@13.00	12.00@13.50	11.50@12.75

STEERS (800 LBS. UP):

Medium	11.75@13.25	11.00@12.50	11.00@12.00	10.85@12.00	9.75@11.50
Common	9.00@12.00	8.50@11.00	8.50@11.00	9.00@10.85	8.00@9.75

STEERS (FED CALVES AND

YEARLINGS 750-950 LBS.):

Choice	14.25@15.00	13.50@14.50	13.25@14.50	13.50@14.50	12.75@14.00
Good	13.25@14.50	12.50@13.50	12.00@13.25	12.00@13.50	11.50@12.75

HEIFERS (850 LBS. DOWN):

Choice	12.75@13.75	12.25@13.50	11.75@12.75	11.50@13.00	12.00@13.00
Good	11.75@13.25	11.25@12.50	11.00@12.00	10.75@12.25	10.25@13.00
Common-med.	8.50@12.00	7.75@11.25	7.75@11.00	7.50@11.00	7.50@10.25

HEIFERS (850 LBS. UP):

Choice	11.25@13.25	10.50@12.50	10.25@12.00	10.50@12.00	10.00@12.00
Good	10.00@12.75	9.50@12.25	9.25@11.25	9.25@11.50	9.50@11.00
Medium	9.25@11.75	8.50@11.00	8.00@10.50	8.25@10.50	8.00@9.75

COWS:

Choice	10.00@11.00	9.50@10.25	9.25@10.00	9.25@10.25	9.25@10.25
Good	8.00@10.00	8.75@9.25	8.50@9.25	8.50@9.25	8.50@9.25
Common-med.	7.00@9.00	7.50@8.75	7.50@8.50	7.75@8.50	7.00@8.50
Low cutter and cutter	5.75@7.00	5.50@7.50	5.50@6.75	5.25@6.75	5.25@7.00

BULS (YEARLINGS EXC.):

Beef Good-ch.	9.40@10.50	9.25@10.25	8.50@9.50	8.75@9.75	8.00@9.75
Cutter-med.	8.00@9.40	7.00@9.25	7.25@8.75	6.75@8.75	7.50@8.85

CALVES (500 LBS. DOWN):

Medium-ch.	9.00@12.00	9.00@12.00	8.50@11.00	9.50@12.50	8.00@11.50
Cull-common	6.00@9.00	6.00@9.00	6.00@8.50	6.50@9.50	5.75@8.00

VEALERS (MILK-FED):

Good-ch.	15.00@17.50	15.25@16.75	12.00@14.00	14.00@16.00	12.50@15.00
Medium	13.25@15.00	12.75@15.25	11.00@12.00	11.00@14.00	9.00@12.50
Cull-common	9.00@13.25	6.00@12.75	6.50@11.00	6.50@11.00	6.00@9.00

SLAUGHTER SHEEP AND LAMBS:

Lambs (84 lbs. down) good-ch.	16.25@17.65	15.75@17.00	15.75@16.85	15.50@16.85	15.75@16.50
Lambs (92 lbs. down) med.	15.00@16.25	14.00@15.75	14.50@15.75	14.50@15.50	14.25@15.75
Lambs (all weights) cull-com.	11.00@15.00	10.25@14.00	10.50@14.50	10.00@14.50	10.25@14.25

Yearling wethers (110 lbs. down) medium-choice

Ewes (120 lbs. down) med.-ch.	11.00@15.00	10.25@14.00	10.25@13.75	11.00@14.50	10.25@14.25
Ewes (120-150 lbs.) med.-ch.	8.40@10.00	7.75@9.50	7.75@9.25	7.50@9.25	7.75@9.50
Ewes (120-150 lbs.) med.-ch.	8.25@9.75	7.25@9.25	7.50@9.50	7.25@9.00	7.50@9.50
Ewes (all weights) cull-com.	3.75@8.40	3.75@7.75	3.25@7.75	3.50@7.25	3.00@7.75

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 15 centers for the week ended March 2, 1929, with comparisons:

## CATTLE.

	Week ended Mar. 2.	Prev. week.	Cor. week, 1928.
Chicago	18,382	21,525	17,830
Kansas City	17,692	17,466	17,878
Omaha	18,305	13,494	13,907
St. Louis	7,187	6,317	8,412
St. Joseph	7,285	6,954	6,497
Sioux City	...	6,951	7,172
Wichita	1,788	1,494	...
Fort Worth	4,590	4,916	5,584
Philadelphia	1,527	1,205	1,449
Indianapolis	820	774	4,087
Boston	1,041	1,104	1,831
New York & Jersey City	8,894	8,621	8,883
Oklahoma City	2,900	4,306	5,190
Cincinnati	2,825	1,183	...
Denver	3,396	2,297	...
Total	96,612	98,597	98,287

## HOGS.

Chicago	149,803	106,724	172,300
Kansas City	23,114	20,139	43,324
Omaha	51,891	53,458	77,306
St. Louis	19,992	20,010	45,285
St. Joseph	17,326	25,032	28,400
Sioux City	...	42,554	65,338
Wichita	5,574	6,558	...
Fort Worth	11,218	9,248	13,848
Philadelphia	17,474	16,295	21,740
Indianapolis	17,205	17,166	32,941
Boston	19,087	16,613	26,428
New York & Jersey City	58,937	55,108	70,637
Oklahoma City	15,009	9,198	11,972
Cincinnati	23,351	22,668	...
Denver	15,540	16,616	...
Total	440,471	504,245	627,686

## SHEEP.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 2, 1929, with comparisons, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,650	1,024	21,355
Swift & Co.	4,236	10,105	17,282
Morris & Co.	1,704	696	2,883
Wilson & Co.	4,350	951	8,053
Anglo-American Prov. Co.	952	.....	.....
G. H. Hammond Co.	1,980	4,766	.....
Libby, McNeill & Libby.	770	.....	.....
Brennan Packing Co., 7,480 hogs; Independent Packing Co., 4,095 hogs; Boyd, Lunham & Co., 4,828 hogs; Western Packing & Provision Co., 9,646 hogs; Agar Packing Co., 6,626 hogs; others, 76,239 hogs.	.....	.....	.....
Totals:	Cattle, 18,382; calves, 9,743; hogs, 127,376; sheep, 40,673.	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,225	551	3,189	5,210
Cudahy Pkg. Co.	2,590	509	2,651	4,589
Powder Straub Co.	.....	.....	.....	.....
Morris & Co.	1,890	441	1,762	3,554
Swift & Co.	3,500	466	11,363	6,558
Wilson & Co.	3,611	445	2,409	4,562
Local butchers	745	41	1,267	26
Total	15,078	2,483	22,641	24,440

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,941	11,373	11,675
Cudahy Pkg. Co.	3,686	10,834	9,486
Dold Pkg. Co.	1,010	6,406	.....
Morris & Co.	1,387	3,251	5,422
Swift & Co.	4,665	10,529	15,528
Eagle Pkg. Co.	9	.....	.....
Glasburg, M.	3	.....	.....
Hoffman Bros.	45	.....	.....
Mayerovich & Vail	8	.....	.....
Omaha Pkg. Co.	61	.....	.....
J. Rife Pkg. Co.	4	.....	.....
J. Roth & Sons	48	.....	.....
So. Omaha Pkg.	37	.....	.....
Unicomb Pkg. Co.	151	.....	.....
Morrell & Co.	167	.....	.....
Nagle Pkg. Co.	343	.....	.....
Sinclair Pkg. Co.	215	.....	.....
Wilson & Co.	382	.....	.....
Others	.....	32,514	.....
Total	18,082	74,907	42,111

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,370	555	1,496	500
Swift & Co.	1,492	1,042	3,884	469
Morris & Co.	978	285	368	73
E. Side Pkg. Co.	797	10	1,052	.....
Others	2,555	900	12,192	147
Total	7,187	2,792	18,992	1,270

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,723	441	10,021	19,541
Armour & Co.	1,658	266	3,089	5,071
Morris & Co.	1,060	194	3,408	3,508
Others	2,816	47	5,582	2,387
Total	9,157	948	22,710	30,507

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,313	187	13,857	4,068
Armour and Co.	2,716	207	12,075	4,217
Swift & Co.	1,616	226	7,939	4,252
Smith Bros.	6	.....	12	.....
Local butchers	100	14	.....	.....
Others	1,673	126	26,414	.....
Total	8,424	700	60,297	12,567

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	806	500	8,071	128
Wilson & Co.	444	612	8,530	149
Other butchers	78	.....	408	.....
Total	1,788	1,112	15,009	277

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	742	477	11,167	2,857
Dold Pkg. Co.	402	13	5,764	4
P. W. Dold Pkg. Co.	38	.....	169	.....
Wichita D. Beef Co.	13	.....	.....	.....
Dunn-Ostertag	65	.....	.....	.....
Keefe-LeSturgeon	38	.....	.....	.....
Total	1,298	490	17,100	2,861

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,266	171	8,292	11,472
Armour and Co.	960	136	5,249	9,210
Blayne-Murphy	425	139	2,574	.....
Others	306	186	1,048	.....
Total	2,957	632	17,163	20,682

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,649	4,429	18,453	1,082
Cudahy Pkg. Co.	389	1,387	.....	263
Harts Bros.	194	27	.....	.....
Swift & Company	3,722	6,637	30,718	1,892
United Pkg. Co.	908	118	.....	.....
Others	530	108	14,051	.....
Total	8,382	12,706	63,197	2,937

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	853	2,084	14,778	1,641
Kingman & Co.	796	871	12,291	301
Indianapolis Abt. Co.	1,390	87	486	.....
Armour & Co.	486	34	1,801	.....
Hilgemeyer Bros.	4	1,850	.....	.....
Brown Bros.	9	12	74	.....
Riverdale Pkg. Co.	17	.....	211	12
Schussler Pkg. Co.	7	.....	337	.....
Meier Pkg. Co.	96	10	341	4
Indiana Prov. Co.	29	14	350	.....
Maas-Hartman Co.	19	2	.....	.....
Art Wabnitz	14	36	.....	21
Hosier Abt. Co.	18	.....	.....	.....
Others	536	68	262	57
Total	4,155	3,218	32,341	2,036

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,067	7,470	6,793	532
U. D. B. Co., N. Y.	35	.....	.....	.....
The Layton Co.	105	100	839	.....
R. Gunz & Co.	117	.....	90	.....
Armour & Co.	479	3,637	.....	.....
Butchers	231	157	265	190
Traders	268	134	42	11
Total	2,197	11,398	8,149	793

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	.....	.....	605	.....
C. A. Freund	120	31	125	.....
S. W. Galls Sons	.....	5	.....	56
J. Hillberg & Son	111	.....	.....	.....
Gus Juengling	105	100	839	.....
E. Kahn's Sons Co.	745	194	898	92
Kroger G. & B. Co.	71	206	1,481	.....
Lohrey Pkg. Co.	3	.....	285	.....
H. H. Meyer Co.	.....	.....	476	.....
W. G. Rehn's Sons	70	17	.....	.....
A. Sander Pkg. Co.	3	.....	427	.....
J. Schlaichters Sons	129	263	.....	64
J. & P. Schroth Co.	17	.....	2,036	.....
L. Voegel & Son	6	4	415	.....
John F. Stegner	156	135	.....	.....
Foreign	364	638	5,000	.....
Totals	1,900	1,593	11,748	241

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Mch. 2, 1929, with comparisons:

CATTLE.

	Week ended Mch. 2.	Prev. week.	Cor.
Chicago	18,382	21,525	17,850
Kansas City	15,078	14,639	19,099
*Omaha	18,082	10,174	15,018
St. Louis	7,187	5,185	8,412
St. Joseph	9,157	8,401	9,501
Sioux City	8,424	7,704	7,841
Oklahoma City	1,788	3,100	3,883
Indianapolis	4,155	3,833	4,061
Cincinnati	1,900	1,793	1,358
Milwaukee	2,197	1,632	2,750
Wichita	1,298	1,177	1,739
Denver	2,957	1,972	.....
St. Paul	8,382	5,822	9,515
Total	98,987	93,077	98,896

\*Includes calves.

HOGS.

	Week ended Mch. 2.	Prev. week.	Cor.
Chicago	127,376	119,291	172,300
Kansas City	226,641	26,139	42,988
Omaha	74,907	85,881	116,883
St. Louis	18,992	14,144	45,283
St. Joseph	22,710	31,001	35,710
Sioux City	60,297	62,233	86,167
Oklahoma City	15,009	9,156	11,072
Indianapolis	32,341	32,510	41,613
Cincinnati	11,748	13,811	21,937
Milwaukee	8,149	6,790	1,920
Wichita	17,100	14,546	19,465
Denver	17,163	13,899	.....
St. Paul	63,197	30,850	64,900
Total	491,630	468,651	661,138

SHEEP.

	Week ended Mch. 2.	Prev. week.	Cor.
Chicago	49,673	41,696	58,373
Kansas City	24,499	21,739	19,451
Omaha	42,111	41,200	45,897
St. Louis	1,270	1,432	2,878
St. Joseph	30,507	24,961	39,598
Sioux City	12,567	9,118	9,114
Oklahoma City	277	92	66
Indianapolis	2,036	4,598	2,428
Cincinnati	241	471	521
Milwaukee	733	145	1,226
Wichita	2,861	3,657	1,256
Denver	20,682	21,200	.....
St. Paul	2,957	5,945	3,000
Total	190,428	176,364	182,307

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 25	14,508	2,933	64,592	14,879
Tues., Feb. 26	6,040	2,728	33,432	13,961
Wed., Feb. 27	6,686	2,295	21,321	16,265
Thurs., Feb. 28	6,323	3,947	29,939	11,489
Fri., Mar. 1	2,821	974	23,768	10,234
Sat., Mar. 2	500	100	10,000	4,060
Total for week	39,573	12,977	183,052	70,328
Previous week	42,220	10,712	172,114	62,655
Year ago	40,075	16,970	210,906	76,510
Two years ago	46,423	12,967	141,782	68,324

Receipts for February and year to March 2, with comparisons:

	February 1929.	1928.	1929.	Year 1928.
Cattle	187,649	186,999	394,766	419,005
Calves	51,490	63,469	112,054	132,787
Hogs	850,544	1,051,834	1,972,900	2,229,790
Sheep	254,922	301,230	595,315	662,475

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 25	4,283	164	14,983	6,894
Tues., Feb. 26	2,236	171	8,431	2,556
Wed., Feb. 27	2,399	.....	7,340	2,731
Thurs., Feb. 28	1,801	155	10,602	4,426
Fri., Mar. 1	572	184	9,404	3,901
Sat., Mar. 2	190	.....	4,900	1,060
Total for week	11,191	674	54,710	21,506
Previous week	11,206	900	52,979	22,035
Year ago	13,795	443	60,225	15,975
Two years ago	12,958	1,024	46,105	18,146

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lamb.
Week ended Mch. 2	\$12.30	\$10.85	\$7.25	\$16.45	.....
Previous week	12.00	10.45	7.25	16.30	.....
1928	12.15	8.10	8.75	15.75	.....
1927	10.60	11.70	8.10	14.90	.....
1926	9.60	12.10	8.35	13.25	.....
1925	9.70	11.75	8.50	17.00	.....
1924	9.25	7.10	9.35	15.45	.....
Av. 1924-1928	\$10.45	\$10.15	\$8.60	\$15.25	.....

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

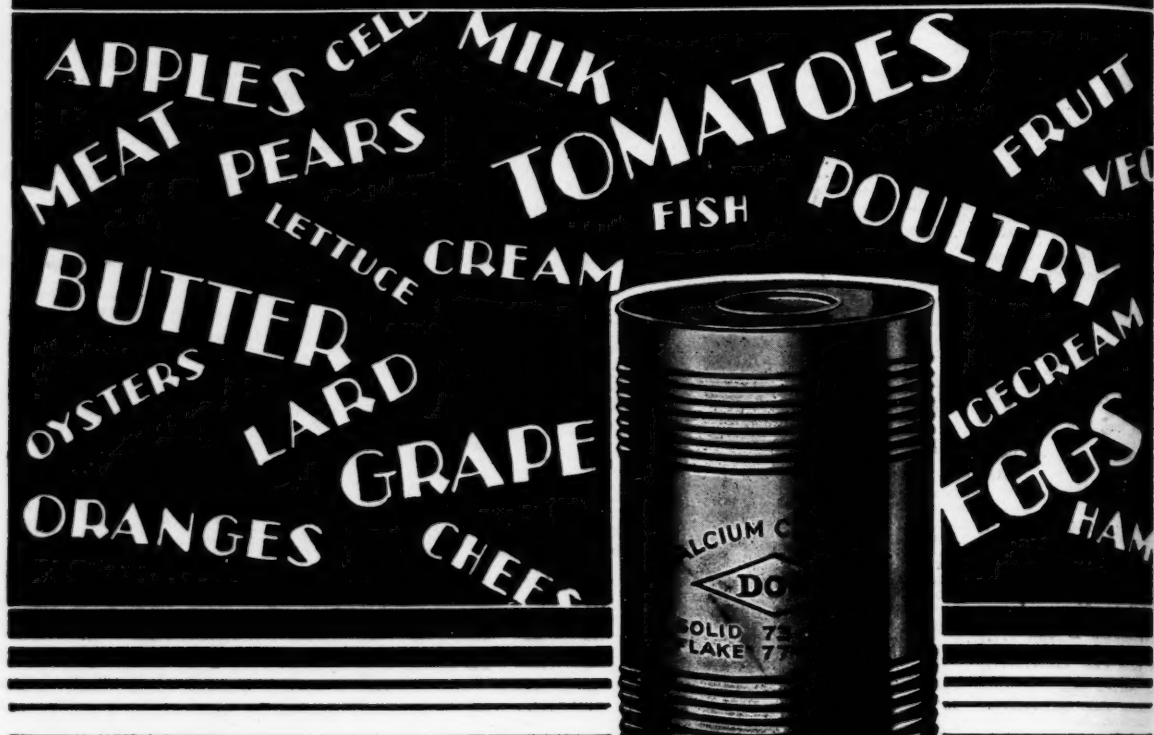
	Cattle.	Hogs.	Sheep.
*Week ended Mch. 2	26,000	129,000	40,000
Previous week	32,014	118,135	40,620
1928	26,280	150,681	60,581
1927	38,465	95,617	50,177
1926	41,896	95,696	47,723
1925	39,673	132,899	55,675
1924	36,255	147,622	42,259

\*Saturday, Mch. 2, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average price of hogs, with comparisons:

	No. rec'd.	Avg. Wgt.	Prices— Top.	Avg.
*Week ended Mch. 2	183,100	220	\$11.40	\$10.85
Previous week	172,114	228	10.95	10.45
1928	210,906	223	8.50	8.10
1927	141,782	238	12.35	11.70
1926	155,980	242	14.00	12.10
1925	197,297	222	12.40	11.70
1924	221,063	220	7.35	7.10



# Preserving The Nation's Supplies

Straight  
Calcium Chloride  
73-75% Solid  
77-80% Flake  
Sodium Sulphide  
Solid and Flake 60-62%  
Crystals 30-33%  
Epsom Salt Technical  
Salt

Refrigeration engineers in the packing and provision industries are reducing corrosion and repairs to a minimum by specifying Dow Straight Calcium Chloride as a basis for brine. Free from magnesium and other objectionable impurities, this Dow product is fully efficient and reliable. It is especially manufactured for large capacity brine systems.

Dow Sodium Sulphide, Epsom Salt Technical, and Salt are specified by packers and provisioners who demand unquestioned uniformity and purity.

Warehouse stocks carried by leading dealers in principal centers are your assurance of prompt delivery.

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# Ice and Refrigeration

## REFRIGERATION NOTES.

H. Doerr is receiving bids for construction of a cold storage plant at New Britain, Conn., to cost approximately \$40,000. L. J. Thompson, 586 Corbin Ave., is engineer.

The Continental Ice Refrigeration Co. of Chicago has awarded contracts for construction of a plant at Milvindale, Mich., to cost approximately \$80,000.

The Gloucester Cold Storage & Warehouse Co., Gloucester, Mass., has been acquired by the Gorton-Pew Fisheries Co.

G. Whittaker, Montreal, Que., is planning the erection of a cold storage plant at Moncton, N. B. The project is estimated to cost about \$500,000. Sargent, Howard, Latourelle, Ltd., Montreal, are engineers.

Preliminary surveys are being made and engineering data collected on the proposed cold storage terminal to be erected on the San Francisco waterfront, by order of Governor Young of California. The site most generally favored for the terminal is on Mission Rock, near Pier 50.

The Vineland Ice & Cold Storage Co., Vineland, N. J., and the Central Ice & Cold Storage Co. have been sold to the Atlantic Ice Mfg. Co., Coatesville, Pa.

A cold storage plant has been erected at Ayer, Mass., by the Nashoba Cold Storage Co.

## COMBATING CORROSION.

At a recent meeting of the American Society of Refrigerating Engineers, it was stated that one ice company has had very good results in preventing corrosion by following the recommendations of the committee appointed by the organization some time ago to study this subject. This company employs a special engineer to apply proper methods in its plants. Treatment is started before ice cans are first immersed, or before the operation of a new plant begins.

The latest report of the corrosion committee appears in the February issue of Refrigeration Engineering, the publication of the A. S. R. E., and covers both brine and condenser systems.

According to information released recently by the organization, there is no reason why intelligent application of these results cannot make the length of life of a can entirely independent of the corrosion question, according to the engineers who sponsored this investigation, carried on at the laboratory of the Massachusetts Institute of Technology during the past five years.

The method of treatment with inexpensive chemicals must begin promptly, because half the protection of equipment may, in certain cases, be destroyed in the first two days of use. When these methods are put in wider application, they may mean enormous savings to the ice industry.

The latest recommendations, on the brine system part of this work, are as follows:

"During the past two years a large number of both old and new brine tanks have been treated with dichromate and caustic soda, as recommended. Many of these treatments have been followed by corrosion tests and by brine analyses. As a result of these and other tests and observations, the following conclusions have been drawn:

"1—When the concentration of sodium dichromate is maintained at 100 lbs. per cu. ft. of calcium brine (200 lbs. per 1,000 cu. ft. per sodium brine), and the pH maintained at 7.5 to 8.5 (slightly alkaline), there will be very little corrosion of either bare or galvanized steel or iron.

"2—It is necessary to add about one-half the original amount of dichromate each year, and to add sufficient caustic soda or lime to maintain the brine slightly alkaline. It is advisable to have an analysis of the brine made at least once a year.

"3—No instance of any harmful effects resulting from the dichromate treatment has been found.

"4—The sodium phosphate treatment will give good results, but the necessity of close control of brine conditions causes the treatment to be of little practical use."

## YORK OPENS NEW OFFICE.

York Heating & Ventilating Corp. has recently opened an office at 1514 Chemical Bldg., St. Louis, Mo., with George W. Meyers, who has been with the company the past eight years, in charge. Previous to assuming charge at St. Louis, Mr. Meyers was assistant manager of the Philadelphia district office where his activities had made him a host of friends. He is a graduate of Drexel Institute, Philadelphia and has made a well-deserved reputation as an engineer. The entire line of York heating and ventilating equipment will be handled by the new office.

## PACKAGE IDEAS AND SERVICE.

In a recent discussion of package merchandising O. F. Benz, director of sales of the Du Pont Cellophane Company, stated that in his opinion 1929 would be a greater year than ever for package merchandising.

"With this fact in mind," Mr. Benz continued, "the Cellophane Company has made decided additions and improvements to the package development service. This department is being featured in all our advertising now, and we invite samples of manufacturers' products for packaging and merchandising suggestions.

"The men in charge have had real experience with manufacturers' package problems and are well equipped to give advice, design packages and make merchandising suggestions. This package development department has been created solely for specialized work, and we hope this additional service will be as productive and helpful as possible in cooperating with the manufacturers in all lines."

## NEW INSTITUTE PLANS.

(Continued from page 22.)

executive committee and approved by them:

"It is recommended that the Institute install a Department of Marketing and engage a recognized expert as its director. It is further recommended that this department endeavor to do the following things:

1. Give all lawful cooperation and service to those in the swine industry who are seeking to reduce the recurrent and uneconomic disparities between supply and demand that are disadvantageous to producers and consumers; and, specifically, give all proper counsel, cooperation and service to the organization committee for the swine industry, which has been recommended to the National Swine Growers Association, and to the National Board on Swine Production Policy, which also has been recommended.

### To Study Supply and Demand.

2. Encourage the cattlemen to appoint a committee to study the supply and demand situation in that division of the industry with a view, on their part (so far as lawfully may be possible), to reducing disparities between supply and demand, such as the excessive swings in livestock production which sent cattle prices down to ruinous levels and then drove them up to levels which offended consumers in the form of high beef prices.

3. Cooperate with associations of livestock producers, livestock feeders, shipping associations, commission men and any other suitable agencies, in an endeavor to obtain more orderly marketing of a given supply of livestock.

4. Develop trade statistics, including weekly figures on production, total stocks—additions and withdrawals—and, perhaps on an index basis rather than on a basis of actual tonnage, on stocks in and shipments to specified consuming markets; so that the marketing of meats may be carried on in a more nearly informed way."

### Works on Accounting.

Howard C. Greer, director of the Institute's department of organization and accounting, is already in the field developing a form for collecting statistics of pork stocks. If you have any counsel for him at this stage of the undertaking, a letter will be appreciated.

"We are pushing right along on this phase of the project. Many other industries long ago have developed far better trade statistics of the sort at

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Special Freezer Doors      Track Doors for Overhead Rails

which we are now aiming (and have aimed before). What may seem a radical undertaking in the livestock and meat business has for some time past been a commonplace one in other fields of industry.

1. Chain stores and the packer.
2. Capitalization, costs and profits in packing.
3. Meat prices and consumer demand.
4. Regulation of the packing business.

The Institute of American Meat Packers and the University of Chicago, on recommendation of the joint admin-

istrative committee of the Institute of Meat Packing, have financed studies of several subjects important to meat packers. The Institute has contributed \$12,000 for these studies, and the University and related agencies several times that sum.

## An Unbiased Chain Store Study.

One of these projects is a non-partisan study of chain store developments as affecting merchandising problems and practices in the packing industry. Excellent cooperation has been obtained both from packers and executives of chain-store systems.

Assistant Prof. E. L. Rhoades is in

charge of this study. Field work has been done in a number of places, including Detroit, Cleveland, Toledo, Fort Wayne, Cincinnati, Louisville, Indianapolis, St. Louis, Toronto, Buffalo, Syracuse and other cities in the East. A preliminary report will be issued soon.

A study of some aspects of capitalization trends in the packing industry is being carried on by Assistant Prof. S. P. Meech. Some attention will be given to profits.

Professor Meech states that related studies are being conducted by several graduate students, as follows:

## Studies on Packer Finances.

Donald H. Dayton will compare the yield-trends in packinghouse stocks and

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bonds with the yield-rate on other stocks, bonds, and short-term loans. J. W. Keener is studying the policies and practices of meat packing companies in using bank loans and commercial paper issues for the financing of operations.

D. Ostrander is studying the financial significance of plant refrigeration in the packing industry, and George W. Knich is making a study of capitalization, costs and profits of grocery, drug and general merchandise chain stores.

The study of consuming demand in relation to prices is in charge of Prof. J. H. Cover, on leave from his position as director of the Bureau of Business Research, University of Pittsburgh.

A supplementary investigation is being conducted by the Bureau of Business Research at the University of Pittsburgh, which has budgeted \$10,000 for a study of retail practices and consumer preferences.

In connection with this study, THE NATIONAL PROVISIONER has provided a fellowship for the study of packaging.

A study of laws, regulations and decisions affecting the packing industry, which has been authorized, awaits the time when appropriate personnel is available.

#### Work on Shortening Curing Time.

The average time of cure already has been shortened considerably. What we are seeking now is such a radical shortening of time as the automobile industry achieved when it cut down the time required for painting bodies from about twenty-eight days to approximately twenty-eight hours.

The possible advantages of such an abbreviation include a saving in interest charges at times when demand is ahead of production, the reduction of back-packing after meats have been withdrawn from freezer stocks and cured in anticipation of a demand that is not realized, a closing-up of the time-gap between the value of fresh ham and the value of the same ham cured, and, in general, a more flexible cure.

The executive committee has approved a recommendation that we attempt to shorten radically the time required to cure hams and bacon, and that we concentrate on this problem a good part of the effort of our departments of Scientific Research, Nutrition and Packinghouse Practice and Research.

#### Packer Cooperation Is Needed.

Individual companies or packers each will be encouraged to furnish an experimental curing cellar and a chemist for cooperative research in furthering this project.

The above three departments have been working on this new objective, and satisfactory progress is being made. The work has been launched with the counsel of the committee on scientific research, of which L. M. Tolman, technical director of Wilson & Co., is chairman; the committee on nutrition, of which W. D. Richardson, chief chemist of Swift & Company, is chairman; and the committee on packinghouse practice and research, of which Dr. R. F. Eagle, executive assistant to the president of Wilson & Co., is chairman.

#### Encouraging Livestock Production.

The shift in hog production has tended to reduce conspicuously the portion of the country's hogs in the North

Atlantic states. A recommendation was made that the department of livestock seek the cooperation of agricultural colleges and of member companies in increasing livestock production where this might be done soundly.

This recommendation was referred to the committee on improved livestock production. The latter recommended that the experiment stations of California, Pennsylvania, Missouri, Kansas, New Mexico and Maryland be asked to study the economic possibilities of increased livestock production in their territories. The Executive Committee promptly approved, and further action will be taken later.

#### Improving Slaughtering Methods.

Through the cooperation of James D. Andrew, general consulting engineer of Armour and Company, electricity has been used successfully for stunning cattle. For some years, the committee on engineering and experimentation and the Department of Packinghouse Practice and Research have devoted attention to the problem of improved slaughtering.

Mr. Andrew reports that the electrical method is ready for adoption by the industry in slaughtering cattle. Experimentation on its use in slaughtering small stock will now be made.

For these experiments and for extension of the method in general practice, a special committee on improved methods of slaughtering, with Mr. Andrew as chairman, has been appointed.

Experience already gained is at the disposal of any member who wants to work out the application of the method to his own plant. Inquiries may be addressed to H. D. Tefft, director of the Department of Packinghouse Practice and Research, which is servicing the committee.

#### Credit Terms for Meat Packers.

The following recommendation was submitted to the executive committee:

"It is recommended that the committee on distribution problems report clearly the terms of credit supposed to be typical of the meat business on different classes of commodities and to different classes of purchasers, and that all members be asked to pledge their adherence to these terms in the interest of orderly trade."

The executive committee voted that this proposal be referred to a sub-committee of credit men, to be appointed as a sub-committee of the committee on distribution problems. When the recommendation of the sub-committee has been obtained, the proposal can be brought before the executive committee again.

#### Lard Research Is Continued.

The Department of Organization and Accounting has been authorized to "investigate and issue a report on policies adopted by various businesses, including packing companies, toward small orders and on the plans or means used in carrying out these policies."

In response to a recommendation passed in part, the executive committee directed "that the research work on lard be continued and that minimum standards be developed for the manufacture of lard."

A number of recommendations having to do with trade practices were referred to the committee on distribu-

tion problems, which will be asked to propose resolutions for consideration, if approved, at the trade practice conference.

#### New Committee Members Named.

All Committee Chairmen were asked to have their committees continue to function until the new committees should be announced. Although some structural changes are made, the new lists largely confirm the personnel now acting.

A Live Stock Section, not held last year when the Institute met in the East, has been reinstituted, with Thomas E. Wilson, chairman of the committee to confer with livestock producers, and Mr. E. N. Wentworth, chairman of the committee on improved livestock production, as presiding chairman and program chairman, respectively.

B. C. Dickinson has been appointed a vice-chairman of the Institute Plan Commission.

Oscar G. Mayer, past president of the Institute, has been appointed chairman of the committee on educational plans.

George A. Blair has been appointed chairman of the committee on traffic, succeeding J. W. Robb, who, after several years of vigorous and appreciated service to the industry, asked to be relieved.

#### Committee on Slaughtering Methods.

James D. Andrew has been appointed chairman of the special committee on improved methods of slaughtering.

Guy C. Smith has been appointed chairman of the committee on retail merchandising.

W. F. Schluderberg has been appointed presiding chairman of the sales and advertising section.

Jay E. Decker, has been appointed chairman of the special committee on federal inspection.

John W. Hall has been appointed chairman of the committee on associate membership, succeeding A. V. Cray, who asked to be relieved on account of a change in residence.

N. L. Brainard has been appointed chairman of a newly-organized committee on accident-prevention. Mr. Blair has been appointed presiding chairman, and Mr. Robb, program chairman, of the traffic section.

#### Packinghouse Practice Committees.

With the concurrence of Dr. R. F. Eagle, chairman, all sub-committees of the committee on packinghouse practice and research have been made committees.

Beyond those noted, no changes are made in the chairmanships and presiding chairmanships. The other chairmen now serving are continued in their posts, and their service is appreciated.

The various committees have been named in consultation with and with the concurrence of the chairman of the board, F. S. Snyder; and all appointments to the Plan Commission and its committees have been made after nominations by the chairman of the Commission, Thomas E. Wilson, in which Mr. Snyder and I have concurred.

With the sincere wish that the Institute may serve you even more profitably and effectively than hitherto, I am

Cordially yours,

Wm. Whitfield Woods,

President.



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# Chicago Section

Otto G. Zunk, head of the Antioch Packing Co., Antioch, Ill., spent a day or two in Chicago this week on business.

George Balogh, president of the Balogh Provision Co., Milwaukee, Wis., was in Chicago for several days recently.

Harry A. Palmer, secretary of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., was in the city last Wednesday on a short visit.

T. F. Driscoll, advertising manager of Armour and Company, is expected back in Chicago in a few days from his recent California trip.

John W. Hall, well-known Chicago broker, is leaving the city in a few days to vacation in Hot Springs, Ark., for the next week or two.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 19,708 cattle, 10,735 calves, 40,177 hogs and 25,935 sheep.

J. C. Wood, of J. C. Wood & Co., Chicago, brokers, returned to the city from Florida, where he has been vacationing for the past several weeks.

John W. Parker, vice-president and general manager of the Portland Vegetable Oil Mills, Portland, Ore., is in the Middle West at present and stopped off in Chicago for a day or two.

A. L. Disbrow, of the provision department of Armour and Company, Chicago, has been vacationing in historic old St. Petersburg, Fla., the past week or two, but now is back in the city.

A. Campbell, formerly vice-president of the Globe Soap Co., recently acquired by Procter & Gamble Co., Cincinnati, O., and now associated with the latter company, was in the city a day or two this week.

W. G. Jamison of the U. S. Department of Commerce, Washington, D. C., arrived in Chicago this week, where he will be temporarily located in connection with the work of the domestic commerce division.

Norman J. Allbright, vice-president of The Allbright-Nell Co., Chicago, packinghouse equipment manufacturers, has returned from Europe, having found it necessary to cut short his contemplated two months abroad.

E. L. Thomas, of Washington, D. C., in charge of the meats, oils and fats section, foodstuffs division, the Bureau of Foreign and Domestic Commerce of the Department of Commerce, spent several days in the city this week.

Provision shipments from Chicago for the week ended March 2, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	1928.
Cured meats, lbs.	19,984,000	16,045,000	18,861,000
Fresh meats, lbs.	43,555,000	34,196,000	40,182,000
Lard, lbs.	7,218,000	5,154,000	11,729,000

Robert Burrows, of J. C. Wood & Co., Chicago, brokers, left Chicago last Wednesday on a vacation of several weeks in Florida. From Jacksonville he plans to motor down through the land of sunshine, probably as far South as Miami.

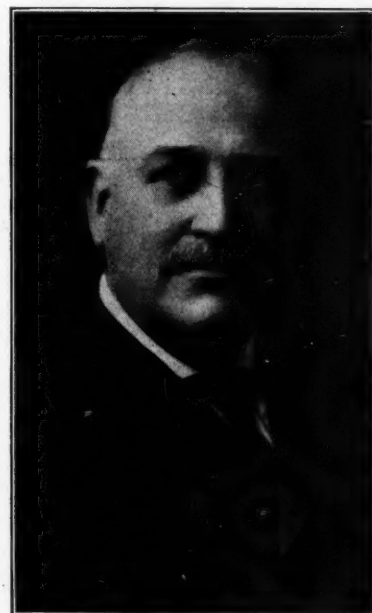
Edward A. Cudahy, Sr., chairman of the board of The Cudahy Packing Co., is spending the winter at the Hotel Huntington, Pasadena, Calif. He is accompanied by Mrs. Cudahy and plans to remain on the Pacific Coast until about May.

A European visitor in Chicago this week was Derek L. E. 'T' Hoen, of Rotterdam, Holland, son of a director of Goossens & Van Rossem, packers of Holland and Germany. Mr. Hoen is in this country on an extended tour of American meat packing establishments, whose methods of operation he has been studying.

## RETIRED MEAT PACKER DIES.

Walter Howe Miller, retired founder and head of Miller & Hart, Chicago, meat packers, died on March 3 at his home, 1540 Lake Shore Drive, Chicago, at the age of 72. Ill health forced him to retire from active business some nine years ago, after he had built up the firm which bears his name to a position of recognized prominence in the industry. The funeral was held from his home last Wednesday, March 6.

Mr. Miller was, perhaps, as widely known and as highly respected as any man in the meat packing business. In his many years as a packer leader he gained many friends, because of his personal character as well as for his executive ability. His death will be



WALTER H. MILLER.  
Founder and former head of Miller & Hart, Chicago.

greatly regretted by all who knew him.

Born in the East seventy-two years ago, he came to Chicago in 1877 and began work in the stockyards. Six or seven years later he became active in meat packing, as a partner in the firm of Miller & Hale. Several years later this enterprise became known as Miller & Craig.

In 1898 he became associated with Mr. Hart and formed the company which still is known as Miller & Hart. However, Mr. Hart died just before the concern was incorporated, so that Mr. Miller was active head of the business from the very start, until the time of his retirement nine years ago.

As the sole leading factor of the company, he established a packing plant first at 25th and La Salle Streets in Chicago. Shortly after incorporation the plant was moved to the Union Stockyards, and in this location the business has been expanded to a point where its securities now are listed on the Chicago Stock Exchange.

Although he devoted himself almost entirely to the meat packing business, for many years he held an interest in the Pacific Flush Tank Co., Chicago, of which firm he was also treasurer. In addition, he was prominent in social activities, and was a member of the Knight Templar organization, the Chicago Athletic Association and the Onwentsia Country Club.

## CHICAGO TRADE 70 YEARS AGO.

Charles E. Herrick, vice-president of the Brennan Packing Company, Chicago, recently came into possession of an interesting trade relic in the nature of a weekly Chicago price list published in the spring of 1857.

For the week ending May 24 that year there were 72,296 lbs. of hams and bacon shipped over the Illinois & Michigan Canal, and for the season which commenced April 5 the shipments totaled 1,063,817 lbs.

At the port of Chicago during the same week there arrived 265 boats, of which 10 were steamers, 17 propellers, 8 barques, 20 brigs and 210 schooners.

At the Bull's Head Live Stock Market (located at Madison St., and Ashland Ave. and established in 1848), beeves generally were sold by live weight, but cows and calves by the head. Swine were sold by live weight or estimated net weight. During the week previous to May 24, 1857, ordinary cattle brought 3¢@4¢ per lb. and hogs from 4¢@4½¢.

At the Lake Shore Live Stock Market (Myrick's Place), (established at 31st Street and the lake front in 1856), cattle for city use brought 3¢@4¢, hogs 4¢, and sheep 3¢@4½¢.

The foreign market report came by the steamer "Canada," and in the case of provisions the report says: "Richardson, Spence & Co. report large transactions in beef, but low price quotations were kept quiet. Pork (mess pork) firm and wanted—sales of Western 37s 6d. Lard firm—54s for refined and 56s for extra culinary. Bacon, active speculative demand—slow at auction 54s 6d@56s."

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
March 7, 1929.

Regular Hams.		S. P.	
8-10	Green.	21 1/4	20 1/4
10-12	21 1/4	20 1/4	19 1/4
12-14	21 1/4	20 1/4	19 1/4
14-16	21 1/4	20 1/4	19 1/4
16-18	21 1/4	20 1/4	19 1/4
18-20	21 1/4	20 1/4	19 1/4
20-22	21 1/4	20 1/4	19 1/4

## S. P. Boiling Hams.

H. Run.		Select.	
16-18	18 1/4	19	19
18-20	18 1/4	19	19
20-22	18 1/4	19	19

## Skinned Hams.

Green.		S. P.	
10-14	23	21	20 1/4
14-16	22 1/4	20 1/4	19 1/4
16-18	22 1/4	20 1/4	19 1/4
18-20	22 1/4	20 1/4	19 1/4
20-22	22 1/4	20 1/4	19 1/4
22-24	20 1/4	19 1/4	18 1/4
24-26	19 1/4	18 1/4	17 1/4
26-28	18 1/4	17 1/4	16 1/4
28-30	17 1/4	16 1/4	15 1/4
30-32	16 1/4	15 1/4	14 1/4

## Pics.

Green.		S. P.	
4-6	14	13 1/4	13 1/4
6-8	13 1/4	13 1/4	13 1/4
8-10	13 1/4	13 1/4	13 1/4
10-12	13 1/4	13 1/4	13 1/4
12-14	13 1/4	13 1/4	13 1/4

## Bellies.\*

Green.		Cured.	
6-8	18 1/4 @ 19	17 1/4	17 1/4
8-10	18	17	17
10-12	17 1/4	16 1/4	16 1/4
12-14	17	16	16
14-16	16 1/4	15 1/4	15 1/4
16-18	16 1/4	15 1/4	15 1/4

\*Square cut and seedless.

## D. S. Bellies.

Clear.		Rib.	
14-16	15	14 1/4	14 1/4
16-18	14 1/4	14 1/4	14 1/4
18-20	14 1/4	14 1/4	14 1/4
20-22	14 1/4	14 1/4	14 1/4
22-24	14 1/4	14 1/4	14 1/4
24-26	14 1/4	14 1/4	14 1/4
26-28	14 1/4	14 1/4	14 1/4
28-30	14 1/4	14 1/4	14 1/4
30-32	14 1/4	14 1/4	14 1/4
32-34	14 1/4	14 1/4	14 1/4
34-36	14 1/4	14 1/4	14 1/4
36-38	14 1/4	14 1/4	14 1/4
38-40	14 1/4	14 1/4	14 1/4

## D. S. Fat Backs.

9 1/2		10 1/2	
8-10	10 1/2	11 1/4	11 1/4
10-12	11 1/4	12 1/4	12 1/4
12-14	12 1/4	13 1/4	13 1/4
14-16	13 1/4	14 1/4	14 1/4
16-18	14 1/4	15 1/4	15 1/4
18-20	15 1/4	16 1/4	16 1/4
20-22	16 1/4	17 1/4	17 1/4

## D. S. Rough Ribs.

13 1/4		14 1/4	
45-50	13 1/4	14 1/4	14 1/4
50-55	13 1/4	14 1/4	14 1/4
55-60	13 1/4	14 1/4	14 1/4
60-65	13 1/4	14 1/4	14 1/4
65-70	13 1/4	14 1/4	14 1/4
70-75	13 1/4	14 1/4	14 1/4

## Other D. S. Meats.

Extra short clears.....	35-45	12 1/4	12 1/4
Extra short ribs.....	35-45	12 1/4	12 1/4
Regular plates.....	6-8	10 1/4	10 1/4
Clear plates.....	4-6	9 1/4	9 1/4
Jowl butts.....	9 1/4	9 1/4	9 1/4

## FUTURE PRICES.

SATURDAY, MARCH 2, 1929.

LARD—		Open.		High.		Low.		Close.	
Mar.	11.95	11.97 1/2	11.95	11.95b	11.95b	11.95b	11.95b	11.95b	11.95b
Apr.	12.30-32 1/4	12.35	12.30	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax
May	12.62 1/2-65	12.67 1/2	12.62 1/2	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax
July	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00
Sept.	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00

CLEAR BELLIES—		Open.		High.		Low.		Close.	
Mar.	14.75	14.77 1/2	14.75	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b
Apr.	14.75	14.77 1/2	14.75	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b
May	14.75	14.77 1/2	14.75	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b
July	14.75	14.77 1/2	14.75	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b
Sept.	14.75	14.77 1/2	14.75	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b	14.77 1/2 b

SHORT RIBS—		Open.		High.		Low.		Close.	
Mar.	14.05	14.05	14.00	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax
Apr.	14.05	14.05	14.00	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax
May	14.05	14.05	14.00	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax
July	14.05	14.05	14.00	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax
Sept.	14.05	14.05	14.00	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax	14.00 ax

MONDAY, MARCH 4, 1929.

LARD—		Open.		High.		Low.		Close.	
Mar.	11.95	11.97 1/2	11.95	11.97 1/2 b	11.97 1/2 b	11.97 1/2 b	11.97 1/2 b	11.97 1/2 b	11.97 1/2 b
Apr.	12.30-32 1/4	12.35	12.30	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax
May	12.62 1/2-65	12.67 1/2	12.62 1/2	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax
July	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00
Sept.	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00

CLEAR BELLIES—		Open.		High.		Low.		Close.	
Mar.	14.17 1/2	14.17 1/2	14.17 1/2	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax
Apr.	14.17 1/2	14.17 1/2	14.17 1/2	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax
May	14.17 1/2	14.17 1/2	14.17 1/2	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax
July	14.17 1/2	14.17 1/2	14.17 1/2	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax
Sept.	14.17 1/2	14.17 1/2	14.17 1/2	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax	14.17 1/2 ax

SHORT RIBS—		Open.		High.		Low.		Close.	
Mar.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
Apr.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
May	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
July	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
Sept.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax

TUESDAY, MARCH 5, 1929.

LARD—		Open.		High.		Low.		Close.	
Mar.	11.95-12.00	12.05	11.95	12.05 b	12.05 b	12.05 b	12.05 b	12.05 b	12.05 b
Apr.	12.30-32 1/4	12.35	12.30	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax	12.32 1/2 ax
May	12.62 1/2-65	12.67 1/2	12.62 1/2	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax	12.65 ax
July	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00
Sept.	12.97 1/2	13.00	12.97 1/2	13.00	13.00	13.00	13.00	13.00	13.00

CLEAR BELLIES—		Open.		High.		Low.		Close.	
Mar.	14.25	14.45	14.25	14.50	14.50	14.50	14.50	14.50	14.50
Apr.	14.25	14.45	14.25	14.50	14.50	14.50	14.50	14.50	14.50
May	14.25	14.45	14.25	14.50	14.50	14.50	14.50	14.50	14.50
July	14.25	14.45	14.25	14.50	14.50	14.50	14.50	14.50	14.50
Sept.	14.25	14.45	14.25	14.50	14.50	14.50	14.50	14.50	14.50

SHORT RIBS—		Open.		High.		Low.		Close.	
Mar.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
Apr.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
May	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
July	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax
Sept.	13.75	13.75	13.75	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax	13.75 ax

WEDNESDAY, MARCH 6, 1929.

LARD—		Open.		High.		Low.		Close.	
Mar.	12.15	12.15	12.10	12.10 ax	12.10 ax	12.10 ax	12.10 ax	12.10 ax	12.10 ax
Apr.	12.40	12.47 1/2	12.40	12.45	12.45	12.45	12.45	12.45	12.45
May	12.75	12.82 1/2	12.75	12.80 ax	12.80 ax	12.80 ax	12.80 ax	12.80 ax	12.80 ax
July	13.05-07 1/2	13.15	13.05	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax
Sept.	13.05-07 1/2	13.15	13.05	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax	13.12 1/2 ax

May	...13.75	13.75	13.75	13.75
July	...14.25	14.25	14.25	14.25

THURSDAY, MARCH 7, 1929.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended, Mch. 7, 1929.	Cor. week, 1928.
Prime native steers	22 @ 24	23 @ 24
Good native steers	21 @ 22	19 @ 22
Medium steers	19 @ 20	17 @ 18
Hedders, good	19 @ 20	17 @ 18
Cows	14 @ 15	13 @ 17
Hind quarters, choice	24 @ 25	26 @ 29
Fore quarters, choice	19 @ 20	19 @ 20

## Beef Cuts.

steer loins, No. 1	39 @ 40	40 @ 41
steer loins, No. 2	35 @ 36	36 @ 37
steer short loins, No. 1	41 @ 42	42 @ 43
steer short loins, No. 2	41 @ 42	42 @ 43
steer loin ends (hips)	39 @ 40	33 @ 35
steer loin ends, No. 2	29 @ 30	34 @ 35
Cow loins	24 @ 25	29 @ 30
Cow short loins	30 @ 31	40 @ 41
Cow loin ends (hips)	20 @ 21	34 @ 35
Steer ribs, No. 1	24 @ 25	32 @ 33
Steer ribs, No. 2	17 @ 18	22 @ 23
Cow ribs, No. 1	14 @ 15	14 @ 15
Cow ribs, No. 2	14 @ 15	14 @ 15
steer rounds, No. 1	19 @ 20	20 @ 21
steer rounds, No. 2	19 @ 20	20 @ 21
steer chucks, No. 1	20 @ 21	20 @ 21
steer chucks, No. 2	17 @ 18	17 @ 18
Cow rounds	15 @ 16	14 @ 15
Cow chucks	15 @ 16	14 @ 15
steer plates	15 @ 16	16 @ 17
Medium plates	12 @ 13	14 @ 15
Brakets, No. 1	21 @ 22	22 @ 23
Steer navel ends	10 @ 11	11 @ 12
Cow navel ends	11 @ 12	11 @ 12
Steer shanks	13 @ 14	13 @ 14
Hind shanks	10 @ 11	10 @ 11
Strip loins, No. 1, bula.	50 @ 51	50 @ 51
Strip loins, No. 2	45 @ 46	45 @ 46
Sirloin butts, No. 1	35 @ 36	40 @ 41
Sirloin butts, No. 2	28 @ 29	30 @ 31
Beef tenderloins, No. 1	70 @ 71	70 @ 71
Beef tenderloins, No. 2	20 @ 21	20 @ 21
Rump butts	20 @ 21	20 @ 21
Flank steaks	27 @ 28	27 @ 28
Shoulder clods	19 @ 20	19 @ 20
Hanging tenderloins	18 @ 19	18 @ 19

## Beef Products.

Brains (per lb.)	13 @ 14	10 @ 11
Hearts	10 @ 11	8 @ 9
Tongues, 4 @ 5	35 @ 36	29 @ 30
Sweetbreads	45 @ 46	45 @ 46
Ox-tails, per lb.	17 @ 18	15 @ 16
Peas, tripe, plain	7 @ 8	7 @ 8
Peas, tripe, H. C.	10 @ 11	7 @ 8
Livers	16 @ 17	21 @ 22
Kidneys, per lb.	16 @ 17	12 @ 13

## Veal.

Choice carcass	24 @ 25	22 @ 23
Good carcass	18 @ 19	16 @ 17
Good saddles	25 @ 26	22 @ 23
Good backs	18 @ 19	14 @ 15
Medium backs	12 @ 13	11 @ 12

## Veal Products.

Brains, each	14 @ 15	12 @ 13
Sweetbreads	75 @ 76	58 @ 59
Calf livers	60 @ 61	58 @ 59

## Lamb.

Choice lambs	29 @ 30	27 @ 28
Medium lambs	27 @ 28	25 @ 26
Choice saddles	32 @ 33	31 @ 32
Medium saddles	30 @ 31	29 @ 30
Choice fores	24 @ 25	22 @ 23
Medium fores	22 @ 23	21 @ 22
Lamb fries, per lb.	33 @ 34	33 @ 34
Lamb tongues, per lb.	16 @ 17	15 @ 16
Lamb kidneys, per lb.	18 @ 19	18 @ 19

## Mutton.

Heavy sheep	15 @ 16	14 @ 15
Light sheep	17 @ 18	15 @ 16
Heavy saddles	17 @ 18	16 @ 17
Light saddles	18 @ 19	18 @ 19
Heavy fores	13 @ 14	12 @ 13
Light fores	14 @ 15	14 @ 15
Mutton legs	22 @ 23	20 @ 21
Mutton loins	22 @ 23	20 @ 21
Mutton stew	15 @ 16	15 @ 16
Sheep tongues, per lb.	15 @ 16	12 @ 13
Sheep heads, each	10 @ 11	10 @ 11

## Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.	25 @ 26	14 @ 15
Pork shoulders	15 @ 16	11 @ 12
Shoulder shoulders	16 @ 17	11 @ 12
Tenderloins	45 @ 46	45 @ 46
Spare ribs	12 @ 13	9 @ 10
Back fat	14 @ 15	11 @ 12
Boston butts	19 @ 20	13 @ 14
Hocks	12 @ 13	9 @ 10
Tails	12 @ 13	9 @ 10
Slip bones	4 @ 5	3 @ 4
Ridge bones	14 @ 15	9 @ 10
Pine feet	6 @ 7	4 @ 5
Kidneys, per lb.	11 @ 12	7 @ 8
Livers	7 @ 8	5 @ 6
Brains	14 @ 15	14 @ 15
Ears	6 @ 7	5 @ 6
Shanks	7 @ 8	7 @ 8
Heads	10 @ 11	7 @ 8

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	27 @ 28
Country style sausage, fresh in link	20 @ 21
Country style sausage, fresh in bulk	18 @ 19
Country style sausage, smoked	22 @ 23
Frankfurts in sheep casings	24 @ 25
Frankfurts in hog casings	22 @ 23
Bologna in beef bungs, choice	20 @ 21
Bologna in cloth, paraffined, choice	17 @ 18
Bologna in beef middles, choice	19 @ 20
Live sausage in hog bungs	17 @ 18
Smoked liver sausage in hog bungs	26 @ 27
Liver sausage in beef rounds	15 @ 16
Head cheese	18 @ 19
New England luncheon specialty	28 @ 29
Mixed luncheon specialty	21 @ 22
Tongue sausage	24 @ 25
Blood sausage	18 @ 19
Polish sausage	20 @ 21
Sausage	16 @ 17

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	50 @ 51
Thuringer Cervelat	27 @ 28
Farmer	33 @ 34
Holsteiner	31 @ 32
B. C. Salami, choice	49 @ 50
Milano Salami, choice, in hog bungs	49 @ 50
B. C. Salami, new condition	28 @ 29
Prisces, choice, in hog middles	45 @ 46
Genoa style Salami	58 @ 59
Pepperoni	42 @ 43
Mortadella, new condition	27 @ 28
Capiccoli	55 @ 56
Italian style hams	42 @ 43
Virginia hams	53 @ 54

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$7.00
Large tins, 1 to crate	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	8.50
Large tins, 1 to crate	9.50
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings	11 @ 12
Special lean pork trimmings	16 @ 17
Extra lean pork trimmings	19 @ 20
Neck bone trimmings	14 @ 15
Pork cheek meat	12 @ 13
Pork hearts	10 @ 11
Natural boneless bull meat (heavy)	17 @ 18
Boneless chucks	15 @ 16
Shank meat	13 @ 14
Beef trimmings	12 @ 13
Beef hearts	9 @ 10
Beef cheeks (trimmed)	11 @ 12
Dressed canners, 300 lbs. and up	12 @ 13
Dressed canners, 500 lbs. and up	12 @ 13
Dr. bologna bulls, 500 @ 700 lbs.	14 @ 15
Beef tripe	5 @ 6
Cured pork tongue (can. trim.)	14 @ 15

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack	40 @ 50
Domestic round, 140 pack	43 @ 55
Wide export rounds	50 @ 60
Medium export rounds	43 @ 55
Narrow export rounds	32 @ 42
No. 1 weasands	18 @ 22
No. 2 weasands	10 @ 13
No. 1 bungs	36 @ 40
No. 2 bungs	22 @ 26
Regular middles	61 @ 70
Selected wide middles	62 @ 75

## Dried hinders:

12/15	20 @ 21
10/12	21 @ 22
8/10	21 @ 22
6/8	21 @ 22

## Hog casings:

Narrow, per 100 yds.	3 @ 3.25
Narrow, special, per 100 yds.	2 @ 2.25
Medium, regular, per 100 yds.	1 @ 1.35
Wide, per 100 yds.	7 @ 7.75
Extra wide, per 100 yds.	1 @ 1.00
Export bungs	3 @ 3.35
Large prime bungs	28 @ 27
Medium prime bungs	12 @ 14
Small prime bungs	8 @ 10
Middles	18 @ 20
Stomachs	6 @ 10
Quotations for large lots. Smaller quantities at usual advance.	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	16.00
Honeycomb tripe, 200-lb. bbl.	19.00
Pocket honeycomb tripe, 200-lb. bbl.	20.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	79.00
Lamb tongues, long cut, 200-lb. bbl.	58.00
Lamb tongues, short cut, 200-lb. bbl.	71.00

## BARRELED PORK AND BEEF.

Mess pork, regular	29.00
Family back pork, 24 to 34 pieces	31.50
Family back pork, 35 to 55 pieces	31.50
Clear back pork, 40 to 50 pieces	28.50
Clear plate pork, 25 to 35 pieces	21.50
Brisket pork	26.50
Bean pork	21.00
Plate beef	26.00
Extra plate beef, 200 lb. bbl.	27.00

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.65 @ 1.67
Oak pork barrels, black iron hoops	1.73 @ 1.77
Ash pork barrels, galv. iron hoops	1.58 @ 1.57
White oak ham tierces	2.42 @ 2.43
Red oak lard tierces	2.42 @ 2.43
White oak lard tierces	2.62 @ 2.65

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	20 @ 20
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	20 @ 20
Not, 1 lb. cartons, f.o.b. Chicago	18 @ 18
(30 and 60 lb. solid packed tubs, 10 per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	16 @ 16

## DRY SALT MEATS.

Extra short clears	13 @ 13
Extra short ribs	13 @ 13
Short clear middles, 60-lb. avg.	14 @ 14
Clear bellies, 18 @ 20 lbs.	14 @ 14
Clear bellies, 14 @ 16 lbs.	14 @ 14
Rib bellies, 20 @ 25 lbs.	14 @ 14
Rib bellies, 25 @ 30 lbs.	14 @ 14
Fat backs, 10 @ 12 lbs.	12 @ 12
Fat backs, 14 @ 16 lbs.	12 @ 12
Regular plates	10 @ 10
Butts	9 @ 9

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	25 @ 25
Fancy skd. hams, 14 @ 16 lbs.	28 @ 28
Standard reg. hams, 14 @ 16 lbs.	24 @ 24
Picnics, 4 @ 8 lbs.	19 @ 19
Fancy bacon, 6 @ 8 lbs.	29 @ 29
Standard bacon, 6 @ 8 lbs.	24 @ 24
No. 1 beef ham sets, smoked—	
Insides, 8 @ 12 lbs.	45 @ 45
Outsides, 5 @ 9 lbs.	41 @ 41
Knuckles, 5 @ 9 lbs.	45 @ 45
Cooked hams, choice, skin on, fattened	38 @ 38
Cooked hams, choice, skinned, fattened	38 @ 38
Cooked hams, choice, skinned, fattened	41 @ 41
Cooked picnics, skin on, fattened	36 @ 36
Cooked picnics, skinned, fattened	37 @ 37
Cooked loin roll, smoked	46 @ 46

## ANIMAL OILS.

Prime edible lard oil	14 @ 14
Headlight burning oil	13 @ 13
Prime W. S. lard oil	13 @ 13
Extra W. S. lard oil	12 @ 12
Extra lard oil	12 @ 12
Extra No. 1 lard oil	12 @ 12
No. 1 lard oil	12 @ 12
No. 2 lard oil	12 @ 12
Acidless tallow oil	10 @ 10
20 D. C. T. neatfoot oil	18 @ 18
Pure neatfoot oil	14 @ 14
Special neatfoot oil	12 @ 12
Extra neatfoot oil	12 @ 12
No. 1 neatfoot oil	12 @ 12

## LARD.

Prime steam	12.22 @ 12.22
Prime steam, loose	11.45 @ 11.45
Kettle rendered, tierces	12.08 @ 12.08
Refined lard, boxes, N. Y.	13.00 @ 13.00
Leaf, raw	11.00 @ 11.00
Neutral, in tierces	12.15 @ 12.15
Compound	12.14 @ 12.14

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	11 @ 11
Oleo stocks	11 @ 11
Prime No. 1 oleo oil	10 @ 10
Prime No. 2 oleo oil	10 @ 10
Prime No. 3 oleo oil	9 @ 9
Prime oleo stearine, edible	11 @ 11

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre	9 @ 9
Prime packers tallow	9 @ 9
No. 1 tallow, 10% f.f.a.	8 @ 8
No. 2 tallow, 40% f.f.a.	8 @ 8
Choice white grease	9 @ 9
A-White grease	8 @ 8
B-White grease, max. 5% acid	8 @ 8
Yellow grease, 10 @ 15 f.f.a.	8 @ 8
Brown grease, 40% f.f.a.	8 @ 8

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom.	8 @ 9
White, deodorized, in bbls., c.a.f. Chicago	11 @ 11
Yellow, deodorized, in bbls.	11 @ 11
Soap stock, 50% f.f.a., f.o.b.	3 @ 3
Corn oil, in tanks, f.o.b. mills	9 @ 9
Soya bean, seller's tanks, f.o.b. coast	10 @ 10
Cocconut oil, seller's tanks, f.o.b. coast	7 @ 7
Refined in bbls., c.a.f., Chicago, nom.	10 @ 10

## SPICES.

	Whole.	Ground.
Allspice	39	32
Cinnamon	14	12
Cloves	40	44
Coriander	7	10
Ginger	18	18
Mace	1.05	1.15
Nutmeg	36	36
Pepper, black	30	43
Pepper, Cayenne	40	40
Pepper, red	34	34
Pepper, white	62	60

# Retail Section

## How One Dealer is Meeting Competition of Too Many Stores

During the past several years many retail meat dealers have been up against a problem that has been difficult to solve.

They have seen new meat stores open up in their cities and grocery stores add retail meat departments. In not a few cases the matter has been overdone, until now there are too many stores for the population served.

In some cases the exclusive retail meat dealer has been able to offset the loss in volume by adding a grocery department, but this is not always advisable.

Often the additional revenue that might be expected from groceries is not great enough to justify the expense. Again the retailer does not have the room for such a new department in his store, and good available locations are not always obtainable.

One retail meat dealer solved the problem by adopting what might be called half-way measures. He added a new line of goods, but not a grocery department. He put in stock items that could not be obtained at most other stores in his city, and he put these where customers could wait on themselves.

While the turnover on these items was not rapid, the profits were good and there were attracted to the store many housewives who regularly patronized other stores. Many of these purchased meats on these visits, and some also were obtained as regular customers.

How this retailer handles this department and the results it has brought to him is told in the following article.

### Increasing the Turnover

One source of anxiety to not a few retail meat dealers, and other merchants for that matter, is the increased number of stores that have come into being during the past several years.

There are few communities today that are not overstocked, particularly with retail meat stores and grocery stores. Meat dealers have attempted to meet the situation, in many instances, by

adding grocery departments, and grocers have added meat departments.

Obviously, the solution to the problem does not lie here. Nothing is gained when a grocery adds meats and a meat store adds groceries. The situation is then back where it started.

One retail meat dealer in a small city not far from Chicago went at the matter in a little different way. His aim was not to try to take business away from someone else but to build up his volume by creating new business—by being constructive.

### More Stores per Population.

Originally, this retailer handled nothing but meats. At that time he had only three competitors, and the population per store was about 1,500 people. During the past several years, however, there has been a material change in the situation. The population has increased to about 8,000 people, but at the same time the number of retail meat shops, and the number of grocery stores with meat departments, has increased to eleven. Instead of one meat store to 1,500 people, there are now one to every 720 people.

And, as all of these stores remain in business, it is obvious that this merchant must have lost some customers to the newcomers. This is exactly what happened. While his volume did not drop off in proportion to the increase

in the number of stores, it was lessened enough to materially effect his profits at the end of the year.

It was obvious to this retailer that he could not hope to keep his volume up to the point where it was a few years ago, and that the logical thing to do was exactly what a number of the grocery stores had done when they added meats to their stock—increase the number and the variety of items carried.

This retailer was not convinced that it would be wise to add a complete stock of groceries. Much additional space would be needed, and there was not available a location that would permit him to do this. Then, too, there would be necessary a greatly increased expense in additional clerks, new delivery equipment, new fixtures, etc.

After considerable thought and study, and a thorough canvass of the situation, he finally decided to carry a small stock of additional items and to limit these largely to those not in stock in the other meat and grocery stores of the city. As far as possible, he also decided to limit the stock to packaged and wrapped items and to put them on counters and tables where the customers could help themselves.

### Carries Only the Best.

In this stock, as had been his practice with meats, only the finest articles to be had were purchased. These included, in large measure, specialties and delicacies, but these have since been extended until now a few staples are also on the shelves and counters. The time may come when this retailer will be carrying a rather large stock of groceries, but he is firm in one idea—the stock will be individualized as far as possible and only the best articles obtainable will be carried.

This idea has been profitable for this meat dealer. If housewives want a particular item and cannot get it at the store they patronize regularly, they can be pretty sure to obtain it at Blank's. His stock of cheese (packaged), pickles, preserves, jellies, jams, canned and candied fruits, canned meats and specialties, and the unusual food products including, as an example, snails, is the most complete in town. In addition to having the reputation of carrying the best meats in town, he now has the reputation of having the most complete stock of specialties, delicacies and out-of-the-ordinary foods.

This latter feature has not only brought him an additional volume that helps out materially, but it has won for him many meat customers. House-

### What Qualities

### Win Customers?

Here is something to ponder over, Mr. Retailer.

Why should consumers patronize your store in preference to others?

Is the quality of your meats better?

Do you render a superior service?

Is your store cleaner and more attractive, and your employees more courteous and more efficient?

In short, has your store individuality; is it distinct; has it built up a reputation?

The public is interested in your store only as it is able to serve them better than others.

It pays to make a store difference; to put it in a class by itself.

March

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wives, he finds, like to look over the stock, to handle the packages, read what the manufacturers have to say on them, and to take their time to pick out a little surprise to place before hubby and the children at the evening meal.

A housewife will come into the store to buy a can of fish, a certain cheese or some other article not obtainable at her regular trading place, see a meat cut that looks good to her, and purchase it, and perhaps some other cut with it.

#### Sellers to Make More.

This is one way to meet the competition that is developing today, and a method which other retail meat dealers may find usable. This dealer figures that it is not so much what one sells that counts as the profits remaining at the end of the year. As far as he is concerned, he says, he would just as soon sell less meat and more of some other articles, if he can make more money by doing so.

And he is gradually coming to the conclusion that if he cannot have all of the trade of his city, he should have the best of it. To this end he is gradually working. He believes many retail meat dealers, and other tradesmen as well, make a mistake in not deciding on the class of trade they will cater to and then devoting all of their energies to building up that business.

Some people want the very best to be had and are willing to pay for this quality. Others want good quality at a reasonable price. And there is still a third class to whom price is the first and quality the second consideration. Obviously, any one merchant cannot cater successfully to all of these classes.

#### NEWS OF THE RETAILERS.

The meat market and grocery store of Chris. Kehl, Houghton, Mich., was damaged by fire recently, with loss of about \$10,000.

O. R. Stewart has engaged in the meat business at Bly, Ore.

George W. McGee has purchased the meat market of Frank J. Wolf & Co. at Longview, Wash.

A. Hansen and M. Isley have sold their meat business at 3521½ Pacific Ave., Tacoma, Wash., to Henry C. Stoneman.

Mike Pfuegel, Davenport, Ia., meats, has sold out to Thomas F. Jansen.

The Blossom and Cates meat market, Morrice, Mich., has been purchased by Thomas Goslin of Ovid, Mich.

The meat market of John Smith, Long Lake, Minn., was destroyed by fire recently.

M. Gorder, Starbuck, Minn., meats, has sold out to C. C. Felt.

A. Weber, Ashley, N. D., meats, has sold his business to George Guhr.

R. B. Bruckner has purchased the August Floss meat market at Rhineland, Wis.

Martin Bruinoog, Dan Hendricke and Christ Lanser have purchased the Degenkalbes meat market at Sheboygan, Wis.

H. V. and W. F. Wilson and W. J. Rotten have entered the meat business at Coeur d'Alene, Ida., under name of the East End Market.

Fred H. Cole has engaged in the meat and dairy products business at Enterprise, Ore.

The Irish-Taylor Co., Inc., Corvallis, Wash., meats and groceries, has increased its capital stock to \$25,000.

The John Tabler Meat Market, Erwin, S. D., has been destroyed by fire.

Homer G. Howard has let contracts for construction of a meat market at 10583 W. Pico Blvd., Los Angeles, Calif., to cost \$6,000.

H. R. Cowan has begun erection of a \$5,000 meat market at 5971-81 Pico Blvd., Los Angeles, Calif.

The Stock Yards Market Co. has been incorporated at Vernon, Calif., with capital of \$50,000, by Carleton B. Swift of Pasadena, and others.

The A. Faunste meat market and general store, Chester, Va., has been destroyed by fire.

Will Dammerick soon will open a first-class meat market at Belleville, Ill.

C. F. Norton will move his meat market at Floris, Ia., into the location formerly occupied by the Floris Butcher Shop.

The R. E. Wilson grocery, hardware and meat market building, Unionville, Ia., was destroyed by fire recently.

The Weinrich and Rienke, Flancher, N. D., meat market was damaged by fire recently with a loss of \$2,000.

Adolph Wanke has purchased the Simonsen meat market at Hudson, S. D.

C. E. Nye has opened a meat market at 2307 Atwood Ave., Madison, Wis.

#### STILL TELLING ABOUT LAMB.

The lesson of improved methods of cutting lamb is being carried into the Southeastern part of the United States by the National Live Stock and Meat Board.

The campaign thus far has carried the message of lamb as a food into the heavy consuming centers of the East, Central West, West and Southwest. Everywhere the program has been greeted enthusiastically, and early reports concerning present activities indicate that equal interest is being manifested in the Southeast.

As in the past, lamb-cutting demonstrations are being presented as the chief feature of the campaign. These demonstrations, given before gatherings of meat retailers, packers, restaurant men, etc., show new, practical, rapid, and economical methods of merchandising the entire lamb carcass.

In connection with the demonstrations, booklets and other published material are given wide distribution, describing and illustrating the new methods of cutting up lamb and giving recipes for cooking the various cuts.

#### ILLINOIS DEALERS CONVENTION.

Plans for the state convention of the Illinois Retail Meat Dealers' Association, to be held at Springfield, Ill., on June 9-11, were discussed recently when the convention committee met in Springfield with meat dealers of that city. John A. Kotal, secretary of the National Association of Retail Meat Dealers, was present to assist in the arrangements. President A. J. Kaiser and Secretary Anton Vorel of the Illinois retailers' association also spoke at the meeting.

## Retail Shop Talk

### THE "CUSTOMER INVENTORY."

During the fore part of the year every shopkeeper takes inventory of his stock in trade to determine what items he will stock more heavily in the forthcoming months, and what items he will abandon as unprofitable or in poor demand by his trade.

Inventory in a retail store, however, properly consists not only in taking stock of saleable assets, but also in taking stock of himself and the policies he has been pursuing.

One of the most important assets of any retailer consists of his customers. And in taking stock of himself, the dealer should study closely the reasons why old customers have taken their trade elsewhere. A prominent advertising man, Homer J. Buckley, makes the following interesting comments on retaining customers:

"The customers are the biggest asset to any business, large or small. Take a regular inventory of them.

"At the end of the year or half-year the average business man takes an inventory of his physical assets, his stock, his fixtures, his buildings, everything tangible; but he forgets the most important item on his books—his list of customers.

"Julius Rosenwald once said, 'You can take from me my buildings; you can take from me my merchandise; you can destroy it all by fire or any other means, if you will just leave me one thing. Leave me a list of my customers, and I will come back. That is the biggest asset I have in business—my customers.'

"When a customer leaves or stops buying, the dealer should follow up, make inquiries, call upon her and learn just why she stopped buying. There must be some reason, often of trivial nature, that caused her to stop trading with him. Frequently the dealer can make a slight adjustment and regain her trade.

"Some customers quit buying for the most peculiar reasons in the world. You would be surprised at why customers take their trade elsewhere. They are not major reasons at all. They quit buying because of being sassed by a driver, because the delivery boy threw the package in the door without ringing the bell, or because the salesperson chewed gum or committed some other discourtuous act."

### OREGON RETAILERS ELECT.

At the recent meeting of the Retail Meat Dealers' Association of Portland, Ore., the following officers were elected: President, Milton H. Wolf; vice-president, Roy Hobson; business manager, William Hockinson; treasurer, Paul R. Spath, and secretary, C. S. Hartwig.



# New York Section

## NEW YORK NEWS NOTES.

M. B. Williams, small stock department, Armour and Company, Chicago, has been a visitor to New York this week.

R. A. Stearns, contract and institution department, Swift & Company, Chicago, spent a few days in the city this week.

F. I. Bagley, industrial relations department, Swift & Company, Chicago, spent a few days this week in New York and at the Jersey City plant.

The bowling team of Swift & Company's central office defeated the Williamsburg branch 3 to 1 at their last meeting at the Central Y. M. C. A.

Walter Blumenthal, president of the United Dressed Beef Co., returned a few days ago from a mid-winter vacation spent in Palm Beach, Fla., and Havana, Cuba.

H. A. Green, sausage department, Wilson & Co., Chicago, was in New York for a few days this week, attending the dry sausage meeting at the Pennsylvania Hotel.

Thomas H. Nash, vice-president and sales manager of the Cleveland Provision Co., Cleveland, O., is spending a few days in New York before visiting his firm's connections in the South.

Armour and Company's Manhattan Market, New York, has completed all arrangements for the dinner dance to be held at Krause's Rathskellar on March 16. John Moran, assistant manager of the branch, will be chairman.

After an illness of three weeks, James C. Rudisell, provision salesman for Morris & Co., passed away on March 5. Mr. Rudisell had been with the company over 25 years and enjoyed an extensive acquaintance in the trade.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on March 7, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (700 lbs. up):				
Choice	\$19.50@21.00	\$19.50@20.00	\$21.00@22.00	\$21.50@22.50
Good	18.50@19.50	18.50@19.50	19.00@21.00	19.50@20.50
STEERS (550-700 lbs.):				
Choice	20.00@21.50		21.00@22.50	21.50@23.50
Good	18.50@20.00		19.00@21.00	19.50@20.50
STEERS (500 lbs. up):				
Medium	18.00@18.50	18.00@18.50	18.00@19.00	19.00@19.50
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	20.50@22.50		21.00@23.00	
Good	20.00@21.00		19.00@21.50	
Medium	19.00@20.00			
COWS:				
Good	15.50@17.00	16.50@17.00	17.00@18.00	17.00@18.00
Medium	14.50@15.50	16.00@16.50	16.00@17.00	16.00@17.00
Common	14.00@14.50	15.50@16.00	15.00@16.00	15.00@16.00
<b>Fresh Veal and Calf Carcasses:</b>				
VEALER (2):				
Choice	25.00@27.00	25.00@27.00	27.00@28.00	27.00@28.00
Good	23.00@25.00	22.00@25.00	24.00@26.00	25.00@27.00
Medium	20.00@22.00	19.00@22.00	21.00@23.00	22.00@24.00
Common	18.00@20.00	17.00@19.00	19.00@21.00	
<b>Fresh Lamb and Mutton:</b>				
LAMB (38 lbs. down):				
Choice		29.00@30.00	30.00@31.00	28.00@29.00
Good		28.50@30.00		27.00@28.00
Medium	26.00@27.00	28.00@29.00	27.00@29.00	26.00@27.00
Common	25.00@26.00	27.00@28.00	26.00@27.00	25.00@26.00
LAMB (39-45 lbs.):				
Choice	28.00@29.00	28.00@30.00	29.00@30.00	28.00@29.00
Good	27.00@28.00	27.00@28.00	28.00@29.00	27.00@28.00
Medium	26.00@27.00	27.00@28.00	27.00@28.00	26.00@27.00
Common	25.00@26.00		26.00@27.00	
LAMB (46-55 lbs.):				
Choice	27.00@28.00	27.00@29.00	28.00@29.00	27.00@28.00
Good	26.00@27.00	26.00@28.00	27.00@28.00	25.00@27.00
MUTTON (Ewe) 70 lbs. down:				
Good	17.00@19.00	18.00@19.00	17.00@18.00	18.00@20.00
Medium	15.00@17.00	16.00@18.00	15.00@17.00	16.00@18.00
Common	13.00@15.00	13.00@16.00	12.00@15.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av.	25.00@26.00	20.50@21.50	23.00@24.00	21.00@24.00
10-12 lbs. av.	24.00@25.00	20.50@21.50	22.00@23.00	21.00@23.00
12-15 lbs. av.	23.00@24.00	19.50@20.50	21.00@22.00	20.50@22.00
16-22 lbs. av.	20.00@21.00	18.00@19.50	20.00@21.00	19.00@20.00
SHOULDERS N. Y. Style, Skinned:	15.50@17.00		16.00@18.00	16.50@18.50
PICNICS:				
6-8 lbs. av.		14.50@15.50		
BUTTS Boston Style:				
4-8 lbs. av.	19.00@21.00		19.50@21.00	18.50@20.50
SPARE RIBS:				
Half Sheets	12.50@13.50			
TRIMMINGS:				
Regular	11.00@12.00			
Lean	18.00@19.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago.

## MONO SERVICE DENIES MERGER.

A statement has been issued by Elbert Beeman, general manager of the Mono Service Co. of Newark, N. J., container manufacturers, denying rumors that another and recently established container interest is about to acquire control of the Mono Service Co. The official denial states:

"The favorable acceptance and use of this company's product for the past eighteen years, its merchandising policies and established financial standing, obviously place it in a position where it would not be interested in a consolidation, or interested in manufacturing a container less acceptable to the trade."

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York, for week ended Mch. 2, 1929, with comparisons.

	Week ended Mch. 2.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	6,572½	6,247	6,144½
Cows, carcasses	1,112	981	985
Bulls, carcasses	106	97	124
Veals, carcasses	8,006	8,783	8,655
Lambs, carcasses	23,390	23,126	24,405
Mutton, carcasses	2,733	3,185	3,841
Beef cuts, lbs.	341,448	401,925	156,684
Pork cuts, lbs.	2,055,549	1,530,853	1,190,286
Local slaughters:			
Cattle	8,894	8,631	8,581
Calves	13,939	14,406	15,931
Hogs	53,937	55,108	70,637
Sheep	49,895	45,808	47,442

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Mch. 1, 1929, with comparisons:

	Week ended Mch. 1.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	2,046	1,957	1,880
Cows, carcasses	925	870	920
Bulls, carcasses	297	304	321
Veals, carcasses	1,819	1,513	1,886
Lambs, carcasses	11,275	9,530	10,907
Mutton, carcasses	1,317	1,276	1,521
Pork, lbs.	493,079	637,862	584,332
Local slaughters:			
Cattle	1,527	1,205	1,469
Calves	1,970	1,589	2,327
Hogs	17,474	16,285	21,740
Sheep	4,036	4,381	4,158

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Mch. 2, 1929, with comparisons:

	Week ended Mch. 2.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	2,070	1,903	1,778
Cows, carcasses	1,974	2,040	2,463
Bulls, carcasses	66	56	38
Veals, carcasses	800	1,122	1,071
Lambs, carcasses	12,608	12,517	14,704
Mutton, carcasses	1,065	1,100	714
Pork lbs.	448,956	504,431	574,809
Local slaughters:			
Cattle	1,041	1,104	1,331
Calves	2,150	1,690	2,589
Hogs	19,037	16,613	26,428
Sheep	3,209	2,535	3,000

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended March 2, 1929: Meat—Manhattan, 379 lbs.; Queens, 8 lbs.; total, 387 lbs. Fish—Manhattan, 45 lbs.; Queens, 12 lbs.; total, 57 lbs. Poultry and game—Manhattan, 43 lbs.; Queens, 8 lbs.; total, 51 lbs.

TRADE GLEANINGS

W. R. Pollock has opened an office in Montreal, Que., Canada, 235 Coristine Bldg., as a provision and produce broker.

The Houston Packing Co., Houston, Tex., meat packers, is reported erecting a one-story \$15,000 branch at Opelousas, La.

The Hutcheson Products Co., Chicago, formerly located at 539 South Clark St., has changed its address to 162 West Washington St.

Properties of the Lexington Oil Mill Co., cotton oil manufacturers, at Lexington, Miss., have been acquired by the Lewis Securities Co.

The wholesale meat packing plant of O. B. Jackson, at Plainview, Tex., was destroyed by fire recently, with an estimated loss of \$25,000.

Swift & Company has let contracts for construction of a branch plant on South Vandeventer Ave., St. Louis, Mo., at an estimated cost of \$45,000.

The chamber of Commerce of Rhinelander, Wis., is behind a proposal to establish a \$50,000 rabbit-packing plant and rabbit fur tannery at that point.

Burdine, Terry & Fleming have been incorporated at Miami, Fla., to maintain a general slaughtering and meat packing business. Erection of an abattoir has been begun.

The Raisin Brook Packing Co. has opened a rabbit-packing plant near Dundee, Mich., with capacity of 3,500 animals daily. Dressed rabbit meat will be marketed in waxed paper cartons.

A new margarine and soap manufacturing plant will be erected at Lidcombe, N. S. W., Australia, by Davis, Kitchen (Australia), Ltd., whose plans have been approved by the city council at that point.

In the recent fire at the plant of A. Gross & Co., Newark, N. J., manufacturers of stearic acid and red oil, the oil finishing unit was destroyed, damage being estimated at about \$50,000, fully insured.

The Rath Packing Co., Waterloo, Ia., has awarded contracts for construction of a new beef killing plant in connection with present facilities. The new plant will measure 70 by 100 feet, and will cost approximately \$48,000.

Articles of incorporation have been filed by A. Moyer & Co., Fort Wayne, Ind., with capital stock of \$50,000, to deal in hides, wool, and similar prod-

ucts. Incorporators are Alexander Moyer, S. S. Maier and Willard Shambaugh.

Henschien & McLaren, Chicago, are architects for the produce market to be erected for the Market Development Co., St. Louis, Mo., at Chouteau and Rankin Aves., to contain 75 store units, refrigeration facilities, loading platforms, etc.

The Du Pont Cellophane Co., Inc., New York, has practically completed plans for erecting a new plant at Wilmington, Del., for the manufacture of Cellophane. Construction work on the project, to cost several million dollars, will be started in the near future.

The Peru Abattoir, Inc., has been incorporated at Peru, Ind., with capital of \$10,000, to occupy the plant of the former McCaffrey packing company. Directors and incorporators are Chas. E. McDowell, Chas. Fiscel, A. E. Bassler and J. J. McCormick of Logansport, and E. A. Saul of Oakfort, Ind.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in December and previous months of 1928, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, is reported by the U. S. Department of Agriculture, with comparisons, as follows:

Cattle		Hogs		Sheep and lambs	
Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars
Lambs and yearlings	Sheep				
1927	Pct.	Pct.	Pct.	Pct.	Pct.
Jan. .45.04	61.51	3.45	56.31	43.29	0.40
Feb. .49.55	47.49	2.96	55.28	44.18	.44
Mar. .50.15	46.01	3.84	55.47	44.06	.44
Apr. .50.39	46.07	3.54	52.96	46.39	.65
May .57.21	59.09	3.70	50.43	48.90	.59
June .61.65	44.29	4.09	46.87	52.39	.74
July .52.97	42.94	4.39	40.19	59.08	.78
Aug. .50.11	44.68	5.21	38.99	62.21	.80
Sept. .49.57	47.37	3.06	38.04	61.18	.78
Oct. .36.94	59.12	3.94	44.90	54.38	.72
Nov. .35.38	61.41	3.21	48.78	50.67	.55
Dec. .39.04	67.53	3.13	52.99	46.55	.46
Av. .47.01	49.27	3.72	49.10	50.31	.56
1928					
Jan. .39.00	57.42	3.49	53.11	46.34	.55
Feb. .45.92	51.14	2.94	53.97	45.64	.59
Mar. .49.26	47.58	3.16	53.45	46.05	.50
Apr. .52.60	44.15	3.25	51.55	47.78	.67
May .54.54	41.14	4.32	48.32	51.02	.66
June .52.12	43.17	4.71	44.21	54.55	.94
July .50.47	44.30	4.84	37.24	61.98	.78
Aug. .48.31	49.09	4.60	35.94	63.33	.38
Sept. .43.27	52.46	4.27	39.11	60.18	.71
Oct. .35.78	59.80	4.33	43.49	55.91	.90
Nov. .30.07	59.48	3.52	46.08	53.47	.45
Dec. .41.89	54.97	3.14	50.33	49.32	.35
Av. .45.34	50.78	3.88	48.04	51.38	.58

# BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

## SAUSAGE SEASONINGS

Write for Samples and Prices



The Wm. G. Bell Co.

189 State St. Boston, Mass.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended March 2, 1929:

Point of origin.	Commodity.	Amount.
Argentina	Canned corned beef	789,076 lbs.
Argentina	Canned roast beef	126,000 lbs.
Argentina	Sweet pickled beef	67,001 lbs.
Argentina	Oleo stearine	117,937 lbs.
Argentina	Oleo stock	7,100 lbs.
Australia	Lamb carcasses	5,056
Brazil	Canned corned beef	180,000 lbs.
Canada	Beef cuts	13,902 lbs.
Canada	Meat products	58,206 lbs.
Canada	Sweet pickled hams	30,000 lbs.
Cuba	Quarters of beef	290
Cuba	Beef cuts	5,610 lbs.
Cuba	Beef tongues	3,948 lbs.
England	Smoked hams	157 lbs.
England	Tongues in tins	54 lbs.
Germany	Smoked hams	3,167 lbs.
Germany	Sausage in tins	594 lbs.
Holland	Canned meats	13,646 lbs.
Ireland	Smoked ham and bacon	7,817 lbs.
Italy	Prepared pork	2,796 lbs.
Italy	Sausage	11,279 lbs.
New Zealand	Quarters of beef	3,701
New Zealand	Lamb carcasses	14,887
New Zealand	Beef cuts	337,325 lbs.
New Zealand	Beef livers	24,900 lbs.
Norway	Meat balls and cakes in tins	3,157 lbs.
Sweden	Smoked sausage	555 lbs.
Uruguay	Canned corned beef	486,000 lbs.
Uruguay	Oleo stock	20,165 lbs.
Uruguay	Oleo oil	6,235 lbs.

## The International Provision Co.

PACKERS AND EXPORTERS OF

# FINE PROVISIONS

33 to 43 Degraw St. Brooklyn, N. Y.

Cable Address, Hazelyork, Brooklyn

## Wanted: Casings for Europe

Directly for Producers

We need your whole output. German House (Hamburg) wants all kinds of casings suitable for European markets. If you can make regular supplies apply to us with full particulars concerning your production. We take over the goods from your own plants and pay for on receipt. Apply to

H. O. 8933, c/o Rudolf Mosse, Hamburg, 1 Germany

They Sell on Sight

Frankfurters

Corned Beef, Boiled Ham

Head Cheese, Meat Loaf

Tongue, Bacon, Bolognas

# Otto Stahl's

"Ready to Eat Meats"

Delicious!

Delicatessens—Meat Markets—Food Shops Served

3rd AVE. AT 127th ST., NEW YORK



## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good .....	\$13.25@13.50
Cows, common to medium .....	7.00@8.50
Bulls, common, light .....	7.50@9.00

## LIVE CALVES.

Veals, good to choice .....	\$17.75@18.00
Calves, medium .....	13.00@16.00
Calves, common .....	9.00@12.00

## LIVE SHEEP AND LAMBS.

Lambs, good to choice .....	\$17.00@18.00
Lambs, common .....	@14.00

## LIVE HOGS.

Hogs, 100-210 lbs. ....	@11.35
Hogs, medium .....	@11.35
Hogs, 120 lbs. ....	@10.75
Roughs .....	@9.60
Good Roughs .....	@9.60

## DRESSED HOGS.

Hogs, heavy .....	@16
Hogs, 180 lbs. ....	@16
Pigs, 80 lbs. ....	@16½
Pigs, 80-140 lbs. ....	@16½

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy .....	@24
Choice, native light .....	@26
Native, common to fair .....	@21

## WESTERN DRESSED BEEF.

Native steers, 600@600 lbs. ....	@21
Native choice yearlings, 400@600 lbs. ....	@22
Good to choice heifers .....	@20
Good to choice cows .....	@17
Common to fair cows .....	@14
Fresh hologna bulls .....	@16

## BEEF CUTS.

	Western.	City.
No. 1 ribs .....	28	28
No. 2 ribs .....	24	26
No. 3 ribs .....	20	22
No. 1 loins .....	32	35
No. 2 loins .....	28	31
No. 3 loins .....	25	27
No. 1 hinds and ribs .....	24	26
No. 2 hinds and ribs .....	22	23
No. 3 hinds and ribs .....	20	21
No. 1 rounds .....	19	20
No. 2 rounds .....	18	19
No. 3 rounds .....	16	17
No. 1 chucks .....	19	19
No. 2 chucks .....	17	17
No. 3 chucks .....	16	16
Bolognas .....	16	17
Rolls, reg., 6@8 lbs. avg. ....	22	23
Rolls, reg., 4@6 lbs. avg. ....	17	18
Tenderloins, 4@6 lbs. avg. ....	10	10
Tenderloins, 5@6 lbs. avg. ....	10	10
Sholder clods .....	10	11

## DRESSED VEAL AND CALF.

Prime veal .....	@31
Good to choice veal .....	@28
Med. to common veal .....	@23
Good to choice calves .....	@21
Med. to common calves .....	@17

## DRESSED SHEEP AND LAMBS.

Lambs, prime .....	@31
Lambs, good .....	@30
Sheep, good .....	@18
Sheep, medium .....	@14

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. ....	@22
Pork tenderloins, fresh .....	@50
New York, tenderloins, frozen .....	@50
Shoulders, city, 10@12 lbs. avg. ....	@17
Shoulders, Western, 10@12 lbs. avg. ....	@16½
Butts, boneless, Western .....	@24
Butts, regular, Western .....	@21
Hams, Western, fresh, 10@12 lbs. avg. ....	@22
Hams, city, fresh, 6@10 lbs. avg. ....	@23
Picnic hams, Western, fresh, 6@8 lbs. ....	@24
Picnic hams, city, fresh, 6@8 lbs. ....	@23
Pork trimmings, extra lean .....	@15
Pork trimmings, regular, 50% lean .....	@14
Spareribs, fresh .....	@13

## SMOKED MEATS.

Hams, 8@10 lbs. avg. ....	@24
Hams, 10@12 lbs. avg. ....	@25
Hams, 12@14 lbs. avg. ....	@24
Picnics, 4@6 lbs. avg. ....	@17
Picnics, 6@8 lbs. avg. ....	@16
Rellettes, 6@8 lbs. avg. ....	@17
Beef tongue, light .....	@32
Beef tongue, heavy .....	@34
Bacon, boneless, Western .....	@23
Bacon, boneless, city .....	@19
Pickled bellies, 8@10 lbs. avg. ....	@17

## FANCY MEATS.

Fresh steer tongues, untrimmed .....	30c
Fresh steer tongues, l. c. trim'd .....	42c
Sweetbreads, beef .....	70c
Sweetbreads, veal .....	\$1.00
Beef kidneys .....	20c
Mutton kidneys .....	11c
Livers, beef .....	40c
Oxtails .....	28c
Beef hanging tenders .....	30c
Lamb fries .....	10c

## BUTCHERS' FAT.

Shop fat .....	@3
Breast fat .....	@4
Edible suet .....	@5
Cond. suet .....	@5

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals .....	2.20	2.25	2.45	2.65	3.00
Prime No. 2 Veals .....	1.90	2.00	2.20	2.40	3.35
Buttermilk No. 1 .....	1.85	2.10	2.10	2.30	...
Buttermilk No. 2 .....	1.65	1.85	1.85	2.05	...
Branded Grubly .....	9	.95	1.10	1.30	1.55
Number 3 .....	...	...	...	...	...
	At Value				

## LIVE POULTRY.

Fowls, colored, per lb. via express .....	@30
Ducks, spring, express .....	@28
Pigeons, per pair, via freight or express .....	@40

## BUTTER.

Creamery, extras (92 score) .....	@51
Creamery, firsts (88 to 90 score) .....	@49½
Creamery, seconds (84 to 87 score) .....	@47
Creamery, lower grades .....	@45½

## EGGS.

## (Mixed colors.)

Extras .....	@49
Extra firsts .....	@47
Firsts .....	@47
Checks .....	@42

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb. ....	@32
Western, 48 to 54 lbs. to dozen, lb. ....	@34
Western, 43 to 47 lbs. to dozen, lb. ....	@31
Western, 30 to 42 lbs. to dozen, lb. ....	@30
Western, 30 to 35 lbs. to dozen, lb. ....	@28
Fowls—fresh—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. to dozen, lb. ....	@35
Western, 48 to 54 lbs. to dozen, lb. ....	@36
Western, 43 to 47 lbs. to dozen, lb. ....	@34
Western, 30 to 42 lbs. to dozen, lb. ....	@33
Western, 30 to 35 lbs. to dozen, lb. ....	@31
Ducks—	
Western, boxes, prime to fancy .....	@20
Turkeys—	
Western, dry pkd., prime to fancy .....	@37
Squabs—	
White, 11 lbs. to dozen, per lb. ....	@65
White, 9 lbs. to dozen, per lb. ....	@60
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb. ....	@31
Western, 55 to 60 lbs. to dozen, lb. ....	@33
Western, 43 to 47 lbs. to dozen, lb. ....	@30
Western, 30 to 35 lbs. to dozen, lb. ....	@27

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia week ended Feb. 28, 1929:

	Feb. 22	23	25	26	27	28
Chicago .....	Holiday	48½	49½	49½	49-49½	49
New York .....	Holiday	49½	49½	49½	50	50
Boston .....	Holiday	50	50	50	50	50
Phila. ....	Holiday	50	50	50½	50½	51

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	Holiday	48½-49	49½	49½	49½
Receipts of butter by cities (tubs):					
This week .....	48½-49	49½	49½	49½	49½
Last week .....	48½-49	49½	49½	49½	49½
Since Jan. 1—	48½-49	49½	49½	49½	49½
Chicago .....	37,422	40,070	40,188	445,740	1928.
N. Y. ....	45,332	(No)	49,191	525,601	524,215
Boston .....	11,605	compari-	14,181	162,124	168,624
Phila. ....	10,254	son)	16,006	172,524	177,584

Total 104,613 100,448 1,320,437 1,317,163  
Cold storage movement (lbs.):

	In	Out	On hand	Week-day
Feb. 28.	Feb. 28.	Mch. 1.	last year.	
Chicago .....	105,040	78,546	1,141,855	2,007,006
New York .....	115,844	65,012	2,387,208	3,522,831
Boston .....	4,067	147,427	1,505,614	1,165,256
Phila. ....	...	21,740	444,446	587,375
Total .....	225,500	310,725	5,479,118	7,282,468

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs. ....	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York .....	@ 2.40
Blood, dried, 15-16% per unit .....	@ 5.00
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory .....	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L. ....	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory .....	4.25 & 50c
Soda Nitrate in bags, 100 lbs. spot .....	@ 2.22½
Tankage, ground, 10% ammonia, 15% B. P. L. bulk .....	4.65 & 10c
Tankage, unground, 9@10% ammonia 4.50 & 10c	

## Phosphates.

Bone meal, steamed, 3 and 60 bags, per ton .....	@32.00
Bone meal, raw, 4½ and 50 bags, per ton .....	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat .....	@10.20

## Potash.

Manure salt, 20% bulk, per ton .....	@12.40
Kalnit, 12.4% bulk, per ton .....	@ 9.00
Muriate in bags, basis 80%, per ton .....	@38.40
Sulphate in bags, basis 90%, per ton .....	@47.30

## Beef.

Cracklings, 50% unground .....	@ 1.00
Cracklings, 60% unground .....	@ 1.10
Meat Scraps, Ground.	
50% .....	@60.00
55% .....	@65.00

## BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs. ....	55.00@110.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs. ....	@ 75.00
Black hoofs, per ton .....	45.00@ 50.00
Striped hoofs, per ton .....	45.00@ 50.00
White hoofs, per ton .....	@ 55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces .....	@100.00
Horns, avg. 7½ oz., and over, No. 1a. 300.00@225.00	
Horns, avg. 7½ oz., and over, No. 2a. 250.00@275.00	
Horns, avg. 7½ oz., and over, No. 3a. 200.00@225.00	

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Mch. 2, 1929, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,869	7,068	1,570	15,101
Central Union .....	2,923	431	1,432	17,980
New York .....	363	24,961	4,454	11,000
Total .....	8,155	32,470	7,446	43,980
Previous week .....	7,205	10,844	29,172	55,381
Two weeks ago .....	5,927	10,413	30,106	37,460

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Manufacturer of Poultry Feeds

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1928.

3.

\$ 2.40

\$ 2.40

\$ 5.60

Nominal

& 10c

& 50c

\$ 2.22 1/2

& 10c

& 10c

\$32.00

\$87.00

\$10.20

\$12.40

\$ 9.00

\$36.40

\$47.30

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\$ 1.10

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NS.

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